

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 96

FEBRUARY 13, 1937

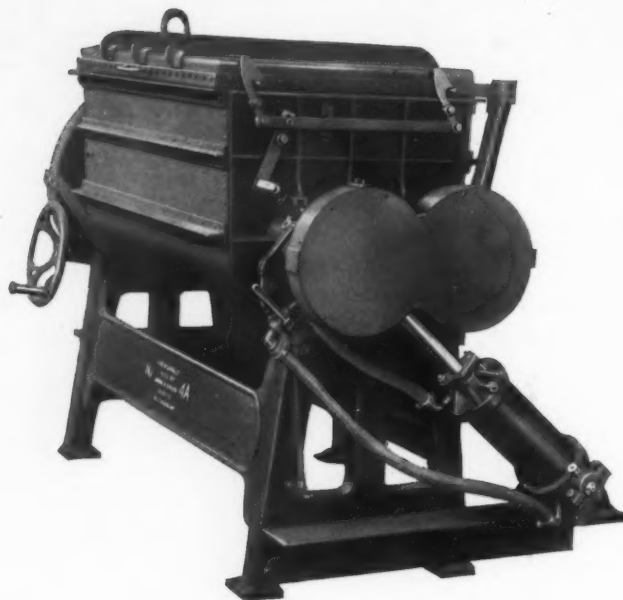
Number 7

*For Every Type of  
Sausage... Cooked and  
Potted Meats Staley's  
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proved its superiority*

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# THE NATIONAL PROVISIONER

*The Magazine of the Meat Packing and Allied Industries*

Volume 96

FEBRUARY 13, 1937

Number 7



*Member*



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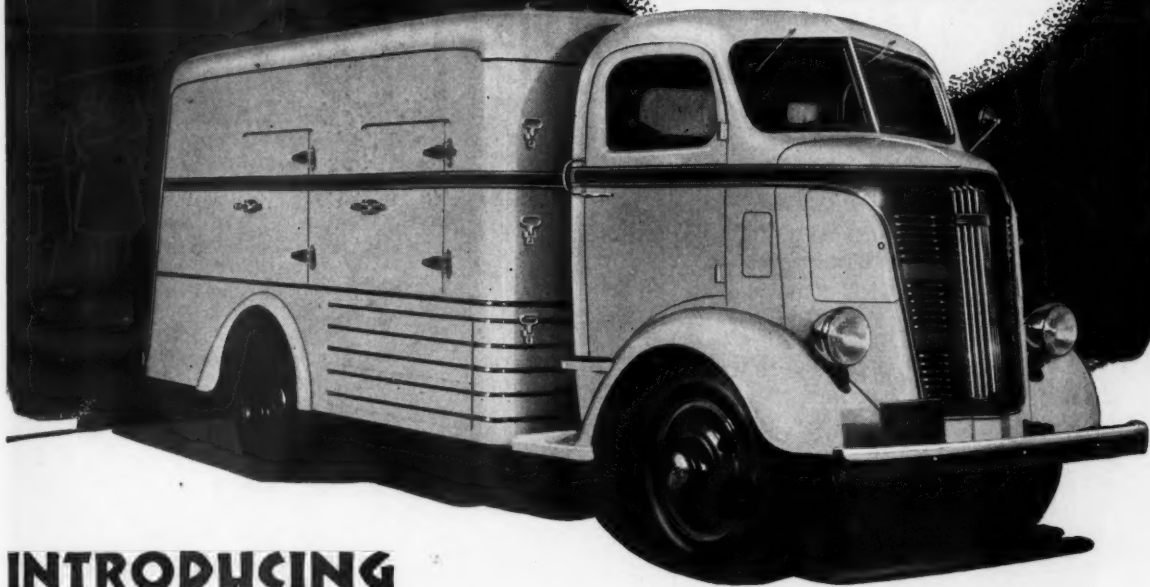
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TRUCK BUYERS  
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A LOW-PRICED GMC "CAB-OVER-ENGINE" TRUCK

... a complete line of truck-built GMC cab-over-engine models ranging in capacity from 1½ to 12 tons ... with distinctive streamstyling and exclusive "dual-tone" color design that sets a new standard ... with

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AND UP—AT CLEVELAND PLANT  
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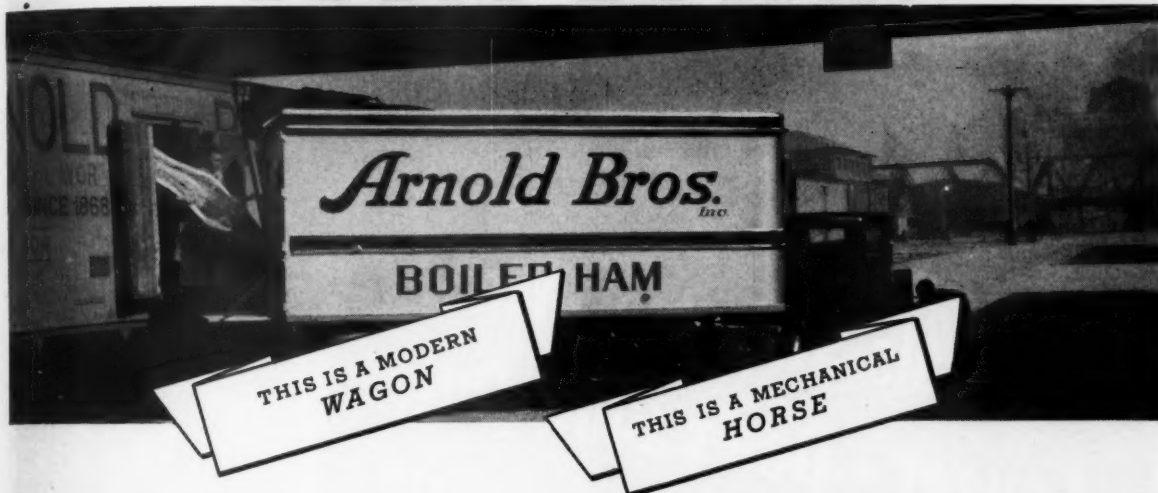
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*"Engineered Transportation"*





**Generals Stay Cool • Wear Longer • Don't Blow Out,**  
SAYS KANSAS LONG DISTANCE TRUCKER

THE GENERAL HEAVY DUTY HIGHWAY BALLOON is built for speed and long haul work. It is only one of the complete line of Generals—each designed and built specifically to do a certain job better.



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**STRONGER**—all plies are *full* plies anchored at the bead—no floating "breaker strips"—every inch and every ounce is there for just one purpose—to produce more miles and a lower cost for you.



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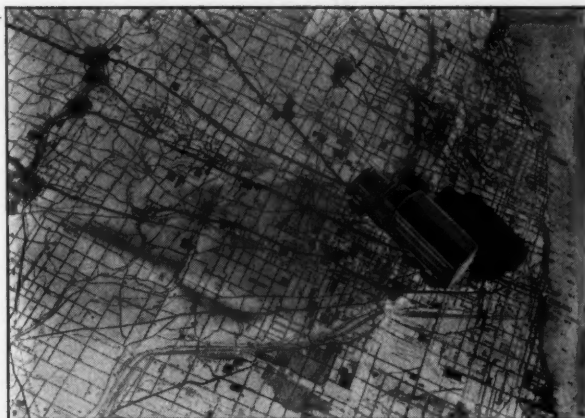


**"COMPACT RUBBER" TREADS**—all tires stretch due to fatigue in the fabric, but Generals, having no idle, half-way plies, stretch least of all. The tread is kept compact and compressed against the road—that's why it produces more miles and reduces your cost.

**GENERAL**  
**TRUCK TIRES**



# GOOD INSULATION



*is godfather to an industry*

● Truck transport of perishables is the most important development of modern highway traffic. This development would never have been possible without good insulation whether trucks operated at refrigerated or normal temperatures. It is only because good insulation has provided an economical control of temperature in the truck body that perishables can now be trucked safely almost any distance.

Truck insulation must not only give a high degree of efficiency when installed, but must continue to do so for the life of the truck. It must be light in weight, because dead weight is a mile-by-mile liability. It must be rot-proof and resistant to moisture.

Dry-Zero Insulation meets all these requirements better than any known commercial insulant. It meets them on paper . . . it meets them on the road. For what research and experiment and skilled manufacture have produced, the actual test of years in use has proved. Each year since its introduction in 1921, more trucks have been added to the roll of Dry-Zero insulated jobs than in the preceding year.

During these 16 years engineers designed, body builders produced and operators profitably used Dry-Zero insulated trucks under a wide range of

climatic conditions. Dry-Zero Insulation has protected perishables in sweltering cities and deserts. It has kept cargoes from freezing when trucks were stalled for hours in sub-zero blizzards.

Dry-Zero insulated trucks have protected all kinds of perishables in transit. Regularly carried in Dry-Zero insulated trucks are meat, ice cream, milk, bakery goods, green groceries, beer, cheese, ice, flowers, fish, candy and dry-ice.

This widespread use of Dry-Zero Insulation proves that the most severe critics—men who are in a position to judge from results—found Dry-Zero Insulation meets all the requirements of truck body insulation. It is proof that Dry-Zero Insulation is right.

Investigate Dry-Zero Insulation for yourself. Ask your body builder or engineer. Or write to us for complete information. If you have a specific problem, submit it to us for an insulation analysis. Simply give the particulars of size, load, temperature and hours. There is no obligation.

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**INSULATION**  
*The Most Efficient  
Commercial Insulant Known*

**DRY-ZERO CORPORATION**

Week Ending February 13, 1937

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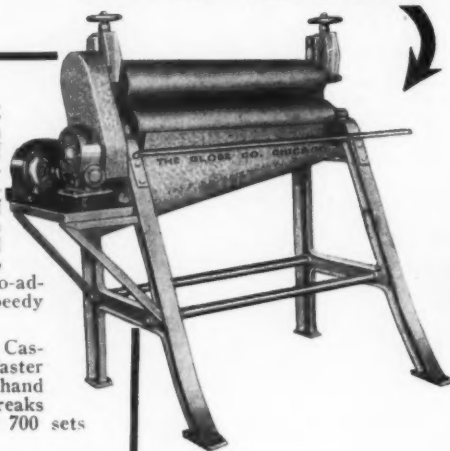
**NO. 255  
CRUSHER**

## THE MODERN METHOD of Casing Cleaning is with GLOBE FRESH PROCESS EQUIPMENT

The GLOBE "Fresh Process" of casing cleaning is the most modern and desirable method of cleaning hog and sheep casings. It eliminates completely the fermentation system with its many disadvantages. It insures better quality and lower costs. Casings are stronger and whiter. Yields are increased as much as ten to twelve feet per animal. And since the GLOBE Process does not depend on bacterial action to loosen the mucous membrane and slime, it eliminates all the disagreeable odors caused by the fermentation method of cleaning.

The GLOBE line of "Fresh Process" Casing Cleaning Equipment includes units for every purpose. Crushers, strippers, finishers, and tanks are all built to the same high standard of quality as all other GLOBE Equipment. And the fact that more than 80 GLOBE Casing Cleaning Units are now in use is proof of their supremacy. Write today for full details!

**NO. 380 STRIPPER**



Above: GLOBE Crusher for use in fresh cleaning of casings. A precision piece of equipment, built of quality materials throughout. Fitted with anti-windup sprays and micro-adjustments for speedy operation.

Center: GLOBE Casing Stripper. Faster and better than hand methods, never breaks casings. Capacity 700 sets per hour.

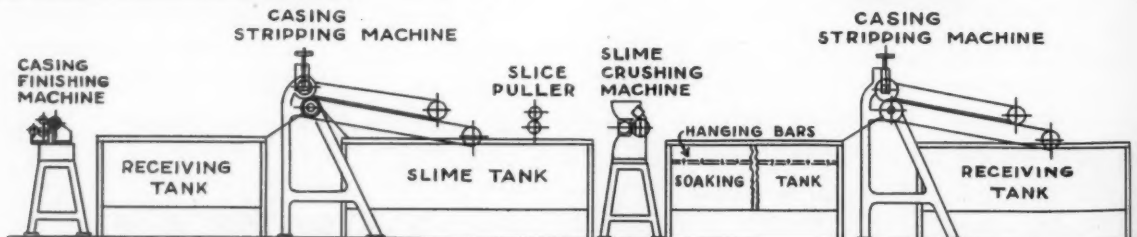
Right: GLOBE Finisher for fresh casing cleaning. Performs the final step in the GLOBE Process. Easily adjusted for perfect results.

Below: Typical layout of GLOBE "Fresh Process" Equipment. Can be adjusted to meet conditions in any plant.

**NO. 393 FINISHER**



The GLOBE System is fast, economical and efficient. It saves floor space. It reduces labor. Savings alone will pay for this modern equipment!



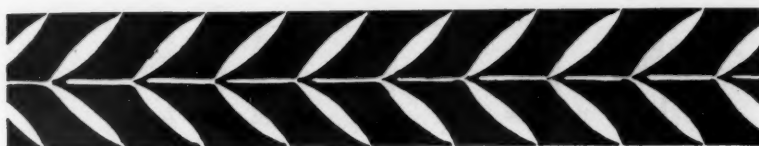
# THE GLOBE COMPANY

818-26 West 36th St.

Chicago, Illinois

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Complete Equipment for Meat Packers and Sausage Manufacturers



"...but if the salt have  
lost its savor. . . . ."

A great Teacher....an eternal truth  
...."it is thenceforth good for nothing,  
but to be cast out...."

For salt is flavor, and when flavor is  
lost, all is lost.

Here at KVP we specialize in papers  
that safeguard the flavor of food  
products. Have you a food packag-  
ing problem? We would like to  
help you solve it.



KALAMAZOO VEGETABLE PARCHMENT CO., PARCHMENT (KALAMAZOO P. O.) MICHIGAN

Week Ending February '13, 1937

Page 11

# SLICES

*right down to the*

## LAST FRACTION

Substantially increased slicing yield is provided by this new MOULDED Dried Beef Inside. It has an even, smooth surface and squared ends.

Since it is moulded to a predetermined shape, positive, unvarying uniformity results. And because of new processing methods the color is bright and constant—no darker areas.

This new product is good looking in the extreme and even better in quality than it looks.

We'd like the opportunity of proving that the new MOULDED Dried Beef Insides are sound purchases and will help your business. Write for further information and quotations, please.

INCREASED YIELD  
TRUE UNIFORMITY  
BETTER COLOR  
FINER APPEARANCE



*Armour's* STAR

MOULDED DRIED BEEF

ARMOUR AND COMPANY - CHICAGO, ILL.



# THE NATIONAL PROVISIONER

FEBRUARY 13, 1937

*The Magazine of the Meat Packing and Allied Industries*

## SPEED UP *Operations* and CUT COSTS

### ★ How Packers Are Using Moving Chain Conveyors to Improve Efficiency

**P**ACKERS' problems today are chiefly in the field of merchandising. They must do better selling to widen the all-too-narrow margin between raw material cost and product prices.

Nevertheless one end of that margin can be extended by further attention to processing and manufacturing methods, where there are still possibilities of operating economies. No present-day practice is perfect; new labor-saving methods are being developed constantly by packinghouse engineers and equipment manufacturers.

#### Study Operating Costs

Any campaign to reduce operating costs requires:

First, a complete survey of the plant and of each processing and manufacturing operation, to discover cost-cutting possibilities;

Second, detailed study of each such operation to determine new methods and estimate saving possibilities.

Many such surveys have been made in the past. Through them astonishing results have been ob-

tained in some instances. Sometimes, however, savings made have not approached possibilities, due to a reluctance to increase capital investment and a natural tendency to ignore small savings as not being worth while.

Return on the expenditure to reduce an expense—not the first cost of the improvement—should govern. The fact that all of the many small and apparently inconsequential savings may total a very respectable sum each year should not be overlooked.

#### Handling Equipment

Perhaps one of the greatest possibilities for saving in meat processing and manufacturing is by

#### DEFROSTING MEATS

FIG. 1.—Room is maintained at 140 to 150 degs. Fahr. Meat is carried through it on racks by a moving chain, moving at a speed to carry meat over rail in 45 minutes. There are 250 ft. of rail installed. (Photo Link-Belt Co.)



more general use of power-operated handling equipment. The packer has a multitude of meat handling and transportation operations. From the time a meat animal is slaughtered until fresh, cured and manufactured meats are delivered to the retail store, handling and transportation are necessary operations.

Some of these handling problems—carcass transportation through slaughtering and dressing operations and into chill rooms, for example—have been solved in a highly efficient and economical manner by means of the overhead rail and moving chain.

This method of conveying product has many advantages. Despite the fact that it was conceived and perfected within the meat industry, its possibilities for handling material and products other than carcasses seem to have been largely overlooked by packers. It is only recently that the traveling chain conveyor, alone or in conjunction with the monorail, is being adapted to general handling uses.

### Traveling Chain Conveyors

For transporting heavy products and materials, such as carcasses, the load generally is supported by a trolley on a rail, motion being imparted by a moving chain with fingers which engage the trolley. For handling light loads the chain may support the load. In these latter cases the chain is provided with rollers or wheels which rest on the rail, usually an "I" beam. Construction details of the conveyor chain are clearly shown in Fig. 2.

The rail and moving chain conveyor set-up is familiar to all packers, and a detailed description of it will not be given here. However, for the information of packers interested in lowering product handling costs, some uses will be described to which the traveling chain is being put in meat packing plants, other than in moving carcasses through dressing operations and into coolers.

### Defrosting Meats

Fig. 1 shows an interesting installation of a monorail and moving chain for defrosting meats. Unit heaters maintain a rapid air circulation and a temperature of 140 to 150 degs. Fahr. in the room. There are about 250 ft. of rail installed, and the chain is operated at a speed to convey the meat through the room in 45 minutes, at end of which time it has reached a temperature of 36 degs.

The meat travels in the room on cages or racks with wire mesh shelves. These are loaded outside the room, at a location adjoining the freezer, and are pushed into room through swinging doors. At the discharge end of the conveyor the chain finger disengages the trolley and the rack is pulled from the room by hand, the meat removed and the rack sent to the loading station. A safety switch is installed to stop the chain in case a rack is not removed from the room soon enough to prevent following rack from colliding with it.

### Handling on Trucks

An unusual use of the moving chain is shown in Fig. 2. The idea might be adopted by packers for moving meats from order assembly room to loading dock, or from soaking and washing room to smokehouses, for example.

A 40 per cent saving in labor has been credited to a similar method of transporting product in a Michigan chain store warehouse where it is used. Up to 30 loaded trucks may be attached to the chain at one time, it is said. Power for operating the chain is furnished by a 5 h.p. motor. Cost of power is said to be less than the wages of one man.

Use of the load-bearing moving chain for handling product in pieces is grow-



SUGGESTION FOR PACKERS

FIG. 2.—Here is how product is handled by a moving chain in a large chain store warehouse. The idea might be applied to solve some product-handling problems of the meat plant.

ing. In this case the meats are hung by combs or string from hooks on the chain, or in quantities in trays or baskets. Several such installations have been made in recent years.

Advantage of this method is that the conveyor occupies no floor space, and when ceiling height permits product can be handled above equipment and workers without interfering with or slowing up adjoining operations.

### Conveying to Smokehouse

Fig. 3 shows an installation of a chain conveyor made in a Cincinnati, O., meat plant. It is used to carry cured meats from the soaking vats, through a high pressure washer, to the smokehouses. In this case the chain is equipped with tinnet hooks on which the meats are hung.

With this conveyor, and two additional workers, as much meat can be

strung or placed on combs, washed, removed from conveyor and placed on smokehouses cages in one day as required two days before installation of the chain. The conveyor never needs cleaning, this operation being performed in the high pressure washer.

A number of packers have installed rails and moving chains or load-bearing chain conveyors to move cured meats from soaking and washing rooms to smokehouses. In some cases the meats are transported on cages or racks, rather than being suspended from hooks attached to the chain. In such cases, of course, the weight is supported from a trolley on a rail.

### Icing Cars

At least two packers in the Central West have installed overhead rails and moving chains to handle ice from crusher into bunkers of refrigerator cars. In these cases a ratchet device is used on the ice buckets, so that these may be halted above the hatchway of a car bunker without stopping the chain. These conveyors not only have reduced the time required for icing cars, but also have cut icing costs.

One of the more common new uses to which the moving chain is being put is to transport trolleys and gambrel sticks from hog cutting room to cleaning room. Very often the chain leads through a high pressure washer and paraffine spraying device. In these cases, of course, the trolleys travel from cutting room to gambrelling bench without being removed from the chain.

### Trolley Handling

A description of an unusual trolley conveyor, in use in the Chicago plant of Wilson & Co., appeared in a recent issue of THE NATIONAL PROVISIONER. In this case the chain passes through a spray washer and drying chamber. Oiling is done by automatically dipping the trolleys in melted paraffine.

With this arrangement two men can handle 720 trolleys and 720 metal sticks per hour. One man in the hog cutting room puts the sticks and trolleys on the conveyor. The other removes and stacks them at the hog gambrelling bench. Fig. 4 shows a general view of this conveyor.

In the new Cudahy plant at Albany, Ga., hog slaughtering is done on the second floor. The dressed carcasses are lowered to the hog chill room by an inclined conveyor. This inclined conveyor is also used to convey trolleys and sticks to the trolley cleaning room on second floor. These are carried on the chain in metal baskets. After cleaning the trolleys and sticks are sent to the gambrelling bench by a belt conveyor.

### Tripe Conveyor

One of the more interesting pieces of equipment in the new Armour and Company beef house at Chicago is the tripe conveyor—a moving chain which conveys the tripe over other equipment

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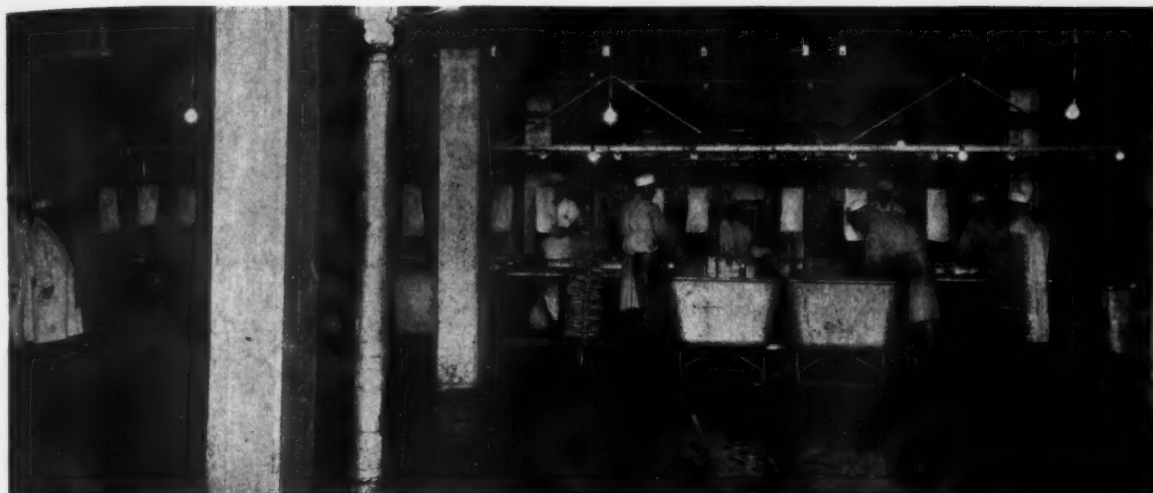
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MOVING CURED MEATS FROM SOAKING VATS TO SMOKEHOUSES

FIG. 3.—Chain conveyor is used to handle cured meats from soaking vats through high pressure spray washer to smokehouses. Speeds up handling operations and cuts handling costs.

from the tripe washes on one side of the room to the tripe scalders on the other side.

The tripe is washed in the usual manner on umbrella tripe washers, placed in stainless steel pans suspended from the conveyor chain and discharged automatically into one of two tripe scalders across the room. After being scalded it is forked into a dump bottom stainless steel basket suspended from a hoist on a monorail, transported to cookers and tripe and basket are submerged in the cooking water. From the cooking tank the tripe, still in the cooking basket, is transported to finishing tables, where it is dumped through the bottom of the basket.

### Blood and Heads

Other uses are also made of the chain conveyor in this Armour beef house, notably for handling blood from the knocking room on the top floor of the building to the blood processing room on the floor below, and for handling heads through inspection operations.

Blood to be dried drains into a tank, from where it is blown to the inedible department in another building.

Blood for use in the sausage department and for special processing is caught in straight side cans and either held for inspection, in case it is intended for edible use, or sent to the special blood processing department over the inclined chain conveyor. This is provided with hooks on which the cans are suspended. Empty cans are also returned to knocking room by means of this conveyor, being sterilized automatically on the way. Each can holds the blood from one bullock.

After being removed on the bleeding rail, heads are transferred to a chain conveyor for inspection. This chain has a total length of 470 ft., being looped to save floor space. Hooks are placed 2 ft.

apart, giving the chain a capacity of 235 heads. Heads are held on this chain until the carcasses have passed through dressing operations and final inspection.

This chain is of the conventional type, and is in use in many modern beef slaughtering departments. The same type of chain might be used for conveying heads from one location to another

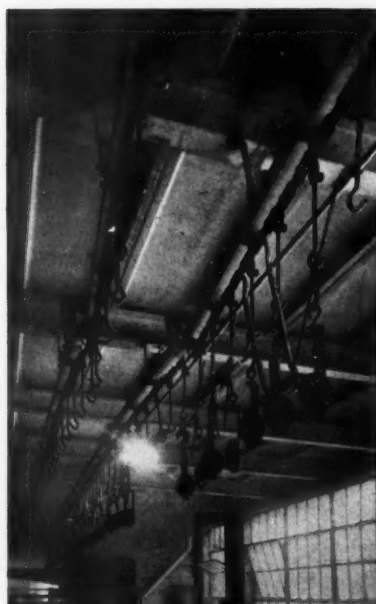
or for handling various kinds of products.

### Shackles and Offal

Where gravity cannot be employed to return shackles from scalding tub to shackling pen, the chain conveyor offers the opportunity to perform this operation at small cost, and is being used in a number of plants for this purpose. In a few instances this type of conveyor has also been used to transport material from killing floors and casing departments to rendering tanks, for lowering sheep and calf heads from one floor to another, and for transporting meat in buckets between departments.

The chain conveyor can be operated on more than one level, in various directions and around corners. It is suitable, therefore, for product handling situations where, for lack of space, distances traveled, etc., other types of conveyors could not be applied. It may also be adapted in one way or another for handling a large variety of packinghouse products and materials.

Its more general use as a means of speeding up operations and reducing transportation costs would seem to deserve more consideration than packers have given to it.



HANDLING TROLLEYS

FIG. 4.—Moving chain conveyor installed in Chicago plant of Wilson & Co. for conveying trolleys and sticks from hog cutting room to gambrelling bench. Trolleys and sticks are washed and trolleys oiled on the way without removing them from chain. Two men handle 720 trolleys and sticks per hour.

### FIRST AID CUTS INFECTION

The incident of infections in the Topeka plant of John Morrell & Co. has been reduced 67½ per cent since installation of a first aid dressing station, according to a recent statement by Dr. Forrest Loveland, plant physician, in the "Morrell Magazine." He points out that employees have reached the place in their safety first experience where it is unnecessary to force them to seek first aid in the face of injury. Older employees take an active part in informing the younger element in the plant of safety measures.





# INTERNATIONAL Trucks ... an Important Factor in Arizona Packer's Distribution System

*Photo by Underwood & Underwood*

Ten of the eleven International Trucks equipped with refrigerated bodies working for the Tovrea Packing Co., Phoenix, Ariz.

MORE than a year ago the Tovrea Packing Co., Phoenix, Ariz., completely revised its system of distribution. Territory had been covered by salesmen in coupes followed by truck deliveries. Refrigerated trucks manned by salesmen and driver-helpers were substituted.

INTERNATIONAL TRUCKS have a prominent place in this new set-up. Eleven of them are used by the Tovrea Packing Company. With their refrigerated bodies, they are "travelling coolers" in which the meat is kept fresh and clean from the plant to the

dealer's store. They make excellent advertisements for the Tovrea Company which utilizes the sides of the bodies for advertising messages.

INTERNATIONAL TRUCKS fit especially well into any system of distribution. There are 31 models and 91 wheelbase lengths available—a wide selection from which to choose sizes and types best suited for individual needs. The nearby Company-owned branch, or International dealer, will give you complete information.

## INTERNATIONAL HARVESTER COMPANY

*(Incorporated)*

606 So. Michigan Ave.

Chicago, Illinois

# INTERNATIONAL TRUCKS



# PACKER *Practice in Choice* *And Use of* MEAT TRUCKS

**D**ISTRIBUTING the output of a meat packing plant with a large sales volume annually to several thousand customers is no simple task.

To do this job day after day in all kinds of weather—maintaining working equipment in first-class condition, reducing lost truck time to a minimum, protecting product from damage by heat and cold, and holding down delivery and distribution expense—requires ability to organize and supervise. That is why many packers have trained truck superintendents.

## Delivery Costs in Meat Price

Delivery expense must be figured in the meat price. But it adds nothing to appearance or quality of products.

When delivery costs are high they place a handicap on merchandising. When they are reduced, the saving generally can be added to the profit side of the ledger. Efficient distribution, therefore, is a matter of considerable importance both to volume and profit.

The following information has been compiled by THE NATIONAL PROVISIONER from its packer truck surveys for the benefit of packers studying meat distribution methods and costs. It is useful for comparative purposes. While one packer's practices are of little value to another for checking purposes unless conditions are similar and influencing factors known, yet a fairly accurate picture can be obtained when experiences and practices of a sufficiently large number are averaged.

Trucks with a capacity of 1 to 1½ tons are used to a greater extent than any other size by packers doing an

average business of 1 to 5 million dollars annually, the survey shows.

## Packers' Truck Sizes

In 45 fleets in this volume class studied by THE NATIONAL PROVISIONER, more than 55 per cent of the vehicles in use are of 1 to 1½ tons capacity. And the trend appears to be definitely toward the use of lighter vehicles. Thirty-five per cent of the packers interviewed said they will use greater numbers of 1 to 1½-ton trucks. Twenty-two per cent said they will buy in future more vehicles in the 2 to 5-ton class.

Summarizing the totals, there are 862 trucks in these 45 fleets—an average of a little over 19 trucks per fleet, and 198 salesmen's cars, or an average of between 4 and 5 cars per fleet.

## Use of Smaller Units

Of the 862 trucks, 85—less than 10 per cent—have a capacity of 1 ton or less; 481, or 55 per cent, have a capacity of 1 to 1½ tons; and 292, or 33 per cent, have a capacity of 2 to 5 tons. In these 45 fleets, there were only 4 trucks with a capacity of over 5 tons.

On this basis, therefore, it seems accurate to say that a large percentage of the volume delivered by packers with sales of 1 to 5 million dollars annually is in trucks with capacities of 1 to 5 tons.

It might be assumed that the larger trucks would pile up the greatest annual mileage, inasmuch as they are more frequently used on long routes in inter-urban service. However, in only one of the 45 fleets was it found that trucks with a capacity of 5 tons or more are operated 20,000 to 40,000 miles per year.

On the other hand, 13 packers interviewed regularly operate some of their smaller trucks 40,000 miles or more yearly. Two packers reported some of their trucks under 1-ton capacity in this class. Three said they operate trucks of 1 to 1½-ton capacity 40,000 or more miles per year, and eight showed records of 2 to 5-ton trucks traveling this distance yearly. While 25 packers in the group regularly operate smaller trucks from 20,000 to 40,000 miles per year, the larger percentage of the 862 trucks, average between 10,000 and 20,000 miles yearly.

## Packers' Truck Mileage

Average annual mileage per truck in meat distribution service has increased considerably during the past few years. A number of factors are responsible. One of these is the extension of hard roads. Another is the great improvement in truck design and construction, making possible faster and safer driving. Every packer is familiar with the manner in which hard roads and better trucks have enabled him to speed up service and reduce distribution expense.

There was found to be a considerable spread in average mileage records for the same size of vehicles in the service of various meat concerns, and in the number of vehicles required to deliver approximately the same volume of product.

## Truck Check-Up Needed

Allowing for various influencing factors—including density of population, sales territories covered, length of routes, etc.—the only way to account for the apparently better delivery efficiency secured by some plants is that delivery supervision is better in some instances than in others.

That some packers are delivering product at unit costs considerably below those of other packers operating under comparable conditions suggests that there are savings possibilities not being realized.

Accurate delivery information, data



EACH UNIT SERVES 60 TO 75 CUSTOMERS PER DAY

Trucks with capacity of less than one ton are efficient for local delivery of sausage and ready-to-serve products. These new units, recently placed in service by the Royalist Provision Co., Philadelphia, Pa., have a capacity of 1,000 lbs. each. Bodies are insulated with 4 in. of Dry-Zero Sealpad in roofs and 2½ in. in sides and ends; 2½ in. of cork in floors. Dimensions are: length, 9 ft.; width, 5 ft. 6 in.; height, 5 ft. Each body is mounted on Dodge chassis.

and costs are not available in many plants. In some cases it is apparent that no one is particularly interested in cost of distribution or in reducing it. Territory and routes are not studied to cut number of trucks in use and mileage to a minimum, or to equally distribute the delivery burden among these vehicles.

Expenses and results are not always known, and hence can not be checked to determine where waste and loss can be reduced and efficiency increased. Possibilities for savings in meat distribution cost deserve more consideration than many packers are giving to this subject.

It might be expected that trucks with a capacity under 1 ton would be used principally for local deliveries, and this is true in the 45 fleets studied. In no instance was it found that these small trucks are used in interurban service.

### City and Interurban Service

On the other hand, the 1 to 1½-ton truck is popular for both city and interurban deliveries, and the 2 to 5-ton truck is used more generally for city work than might be expected. Twenty-eight packers use some 1 to 1½-ton trucks in interurban service. Fourteen packers reported they use 2 to 5-ton trucks for city deliveries. In many cases both 1 to 1½-ton and 2 to 5-ton trucks in the same fleet are used in both city and interurban service.

If the data collected among these 45 truck fleets is typical of the country as a whole, then the 1 to 1½-ton truck is the most popular with packers with sales of 1 to 5 million dollars annually, and can be adapted most economically and conveniently to the various distribution problems of packers in this class.

Trailers are being used by packers for heavy loads on long routes. Semi-trailers are growing in popularity. These are operated as much as 40,000 miles yearly in some instances. In fact, it was more common to find semi-trailers operated over long distances each year than operated only 20,000 miles or less annually. Usually these semi-trailer units are operated over regular routes.

### Use of Refrigerated Trucks

Twenty-seven of the 45 companies reported they plan to increase the number of insulated and refrigerated trucks in service. Of the 862 trucks in these 45 fleets, 404 are equipped with insulated bodies. Provisions for cooling product in transit are provided in 328 of these insulated bodies. Refrigerated trucks are used in both city and interurban service, but about twice as many are used for long-distance hauling as for city delivery.

Ice and salt, solid carbon dioxide and mechanical units provide the refrigeration in these 328 trucks. The tendency in many instances seems to be to determine the refrigerating method to be used by cost of operation rather than by temperature and effect on products. The result is that cooling is too often done with ice and salt. More often than not the ice and salt are merely placed in a

steel container—frequently a barrel—placed on the floor of the truck body.

While such an arrangement may serve to justify a packer's claim that he delivers product under refrigeration, there sometimes is a question whether or not this method really serves the need.

### Need More Refrigeration Data

Few packers using ice and salt to refrigerate trucks seemed to be sure of the body temperatures thus secured, or the uniformity with which the temperature is held in the various portions of the body. There apparently is a need for accurate information on the refrigerating efficiency of ice and salt used in this manner.

The difficulty of securing solid carbon dioxide in some localities apparently is limiting the use of this refrigerant. A number of packers also have expressed a desire for simple reliable equipment with which to closely control tempera-

### TRUCK BODY ICE BUNKER

Use of a cab-over-engine chassis and a removable ice bunker are two interesting features of a refrigerated body recently built for Emge & Sons, Fort Branch, Ind., by the Giffel Body Mfg. Co., Terre Haute, Ind. Because of its short turning radius and decreased length the cab-over-engine chassis is becoming increasingly popular in many transportation fields.

The removable ice bunker marks an advance over the metal drum or barrel container used in bodies where refrigeration is required only during warm weather or for an occasional cargo. The removable bunker should be more efficient from a refrigerating standpoint and more convenient in use.

The Emge body is designed for handling meats. Its load capacity is five to six tons. Temperatures between 40 and 50 degrees are maintained. Four inches of Dry-Zero sealpad are used for insulation in the roof, sides and ends.



### NEW TRUCK BODY HAS REMOVABLE ICE BUNKER

New device is great improvement over barrels for holding ice to refrigerate a meat truck. Temperature of 40 to 50 deg. F. is maintained in this truck, which covers 120 miles per day, with 40 to 50 stops.

tures within a truck when solid carbon dioxide is the refrigerant.

Mechanical refrigerating equipment which is economical to operate and reliable in service is now available, and is receiving more consideration. It will undoubtedly be installed in more trucks, particularly in the larger sizes in service on long routes.

**EDITOR'S NOTE.**—This is one of a series of articles on packer practice in the use of delivery vehicles. The next will discuss better maintenance and routing to lower distribution costs.

### DOG FEED INSTITUTE

American Dog Feed Institute is the new name of the organization formerly known as the American Dog Food Institute. Association officials decided at a recent meeting in Chicago that the word "feed" would make it clear that members' products were intended solely for consumption by dogs or other domesticated animals.

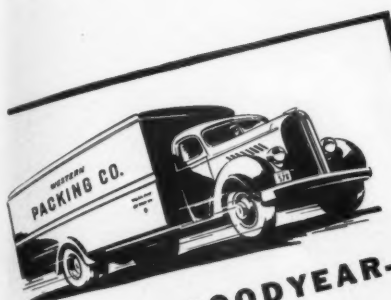
The floor is insulated with four inches of cork. The body is cypress-lined. Inside dimensions are: 13 feet, 8 inches long; 6 feet, 3 inches wide, and 5 feet, 5 inches high. The body is on a Reo chassis.

This truck covers about 120 miles per day, making from 40 to 50 stops.

### RECIPROCAL TRADE BILL

The measure to extend for three more years the President's power to make reciprocal trade agreements was passed by the house of representatives this week by a vote of 284 to 100. As approved, the chief executive can negotiate trade agreements with other countries without the ultimate approval of congress to make them effective. The measure now goes to the Senate where there will probably be some effort to amend it so that the President would lose some of his power in making such agreements.

# Watch Your Tire Mileage Jump!



## ONLY IN GOODYEAR— THESE MONEY-SAVING FEATURES!

- Patented Pre-Shrunk Supertwist Cord Construction for greater body strength, protection against blowouts.
  - Heat-resisting rubber in both tread and body.
  - Cooler running High Profile Construction.
  - High Shoulder Tread Shape for slower, more even wear.
  - Braided Wire Beads to protect against swaying loads and overloads.
- No wonder more tons are hauled on Goodyear Truck Tires than on any other kind.*

## WITH THESE TOUGHER, STURDIER TIRES FOR MEAT TRUCKS

Yes, you CAN cut your tire costs and cut them plenty. Truck operators everywhere have proved it. Hundreds of them.

Why? Because Goodyear in addition to giving you construction features superior to those in any other make of tire, gives you a tire specially built for the exact type of service your trucks perform.

Just how much increase in mileage can you expect? That depends upon the nature of your particular operations—the severity of service. But you WILL get an increase—WILL cut your tire costs—WILL save money. Investigate!

THE GOODYEAR TIRE & RUBBER CO., Inc.  
AKRON, OHIO



# GOOD YEAR TRUCK TIRES







## SELLS MORE BUTTS

ACCORDING to Mr. Robert R. Felder, Sales Manager of The Henry Muhs Company, Passaic, New Jersey, "Cellophane" transparent wrapping gives three distinct advantages in speeding up butt sales:

- 1 Increases consumer appeal by making butts visible to shoppers through the wrap itself.
- 2 Assures sanitary protection.
- 3 Allows positive brand identification, thus promoting repeat business.

*Additional* eye-appeal is given the Muhs smoked butts through the use of the Moldart shaping device—which makes an attractively rounded butt and applies the "Cellophane" quickly and smoothly.

### DRESSING UP BUTTS

Our Field Representatives will be glad to offer helpful suggestions if you're planning a new package. No obligation. Just write: E. I. du Pont de Nemours & Company, Inc., "Cellophane" Division, Empire State Bldg., New York City.

**Cellophane**  
TRADE MARK

"Cellophane" is the registered trade-mark of E. I. du Pont de Nemours & Co., Inc.





# MERCHANDISING MEAT ★

• News from the meat selling front • Helps for meat manufacturers and dealers

## ADVERTISING *Aids Dealer*

### How Packer Builds Sales by Consumer Education

MEAT advertising made as modern as stainless steel or air transport, by capitalizing on present-day consumer interest in vitamins and wholesome food quality, was used in a recent advertising campaign by the James Henry Packing Co., Seattle, Wash.

Newspaper advertising, contacts with dealers, demonstrations, participation in food shows and meat cookery publicity were used in telling the company's message to consumers and in enlisting cooperation of retailers.

Quality—the keynote of the campaign—is brought out by showing HOW and WHY the company's products are of high quality. The consumer is shown why she should buy quality meats; the retailer is told that he should carry them because surveys by the company demonstrate the housewife remembers and wants a better grade of meat products.

#### Quality Emphasized

Consumer attention is drawn to unique features of products, such as vitamin D in Sunized sausage, which contribute to making them better and more wholesome.

Newspaper advertisements tell the housewife that the salt used in Sunized vitamin D sausage does not kill taste or arouse thirst. She is told it contains only fresh, selected meat of the highest quality and spices made to the packer's own formula.

One advertisement used in promoting the sale of the vitamin D sausage illustrates a number of types, and stresses the fact that they are all readily identifiable by the name stamped on the side of larger sausages or by a tag attached to smaller varieties. Wholesomeness is also stressed by a statement that the product is delivered fresh every morning to the meat dealer.

#### Enlisting Dealer Aid

An important step in the campaign was that in which a 4-page letter was sent out to meat dealers explaining that advertising would make it easier for

them to sell the Henry company's products. The dealer's attention was called to one phase of the campaign in which the company publicized the importance of the meat retailer to the consumer, showing that he is a guardian of health with a large investment in the community.

Dealers were asked to cooperate in the campaign and display the advertisements used in it on his counters and windows. Some of these were reproduced on inner pages of the letter to dealers. The last page of the letter was devoted to a communication from a consumer praising the wholesome qualities of the company's sausage.

Products featured in the campaign included hams, bacon, vitamin D sausage and fresh meats.

#### SEASONAL ADVERTISING

John Morrell & Co., Ottumwa, Ia., "went literary" so far as major illustra-

tions used on the twelve sheets of its 1937 calendar are concerned. Scenes were taken from such old masterpieces as "Don Quixote," "Idylls of the King," "David Copperfield," "Romeo and Juliet," and others. Accompanying the calendar is a brief description of each of these immortal characters and the books from which they are taken. On each calendar sheet, illustrated in natural colors, is one or more seasonal Morrell products. January illustrates a baked ham ready to serve; February, Yorkshire farm butter; March, smoked ham for the Easter trade; April, canned meats including ox tongue, Vienna sausage, ham patties, sandwich spread, beef and vegetable dinner and corned beef hash; May, canned whole ham; June, fancy meat loaves; July, canned spiced ham and luncheon meat; August, sausage and prepared meat specialties; September, "Pride" and cake and doughnuts made with this shortening; October, pork sausage links; November, mince meat; and December, parchment wrapped ham and bacon.

# Your Meat Dealer



Renders a very important service to the community.

He has put in many years of apprenticeship to learn his trade so that you may be served meat properly cut.

Your MEAT DEALER is the guardian of your health. Through rigid city and state inspection, meat has a higher degree of healthfulness than any other food.

Quality meats, properly priced, is his never-ending thought.

Your MEAT DEALER welcomes suggestions; your food problems are his problems.

MEAT DEALERS have an investment of over \$2,000,000 in the City of Seattle.

## EAT MORE MEAT

There is more nutritional food value in meat per dollar than in any other food.

THE JAMES HENRY PACKING COMPANY, SEATTLE

#### AID DEALER IN ADVERTISING CAMPAIGN

While primarily carrying a message of quality to consumers, this advertising campaign of the James Henry Packing Co. also stressed the importance of the retailer. Special promotional material was used to explain the campaign to the meat dealer and enlist his cooperation.

# RECORD *Fresh Meat* PRODUCTION

**L**IVESTOCK slaughter under federal inspection during the first three months of the packer fiscal year beginning November 1, 1936, totaled nearly 90,000 more cattle, 28,000 more calves, 500,000 more sheep and 3,800,000 more hogs than in the first quarter of the previous fiscal year.

Coupled with this large increase in production of major meats were large supplies of low priced chickens, turkeys, ducks and eggs, offered to the consuming public during a winter mild in character in most large consuming areas.

When it is considered that almost record supplies of beef, veal and lamb were moving into consumptive channels in competition with fresh pork loins, Boston butts and other pork cuts usually sold fresh, it is rather surprising that pork meats at the end of the first quarter of the new fiscal year did not show larger accumulation. Only heavy consumption of all kinds of meats could have absorbed the recent marketings.

Slaughter of each class of livestock during the first quarter of the fiscal year 1937 and the fiscal year 1936, under federal inspection, was as follows:

	First quarter, fiscal year 1937. Number.	First quarter, fiscal year 1936. Number.
Cattle .....	2,842,471	2,753,893
Calves .....	1,453,918	1,425,523
Sheep .....	4,816,987	4,315,866
Hogs .....	12,492,157	8,724,282

Federally inspected slaughter of each class of livestock during January, 1937 and January 1936 was as follows:

	Number, Jan., 1937.	Number, Jan., 1936.
Cattle .....	867,465	906,099
Calves .....	483,552	464,566
Sheep .....	1,700,006	1,540,132
Hogs .....	3,519,422	3,427,799

January, 1937, cattle slaughter was the fourth largest on record, being exceeded only a year ago and in 1918 and 1919, while calf slaughter was the largest of record for the month.

Sheep and lamb slaughter was about 10 per cent larger than in January, 1936 and was also the largest of record for January. Hog slaughter, while larger than that of January one and two years ago, was one of the smallest of record for the month.

Average January slaughter during the years of high buying power, 1925 to 1929, inclusive, produced approximately 240,000,000 lbs. more meat than was produced in January, 1937. The higher tonnage was accounted for entirely by pork meats, average January hog slaughter in this period being 1,722,500 head larger than in January, 1937. Average January cattle slaughter in that period was 86,000 head less, calf slaughter 92,500 head less and lamb slaughter 450,000 head less.

While consumer buying power throughout 1936 and the first month of

1937 showed a steady upward trend, it did not approach the high level prevailing during the five years, 1925-1929. It would appear, therefore, that present production is in fair ratio to consumer buying ability which should make possible the movement of pork meats at price levels in proper relation to their put-down costs.

## NO "WINDFALL" INJUNCTION

Constitutionality of the "windfall" tax was upheld by judge Elwood Hamilton in federal district court at Louisville, Ky., on February 11. The court dismissed cases of the Louisville Provision Co., Field Packing Co., Henry Fischer Packing Co., Munns Brothers, Inc., and Pennyroyal Packing Co., seeking a permanent injunction restraining Seldon R. Glenn, collector of internal revenue, from collecting the taxes. Approximately \$500,000 was involved.

Federal district courts elsewhere have recently refused injunctive relief from collection of the "windfall" tax. At Toledo, O., judge George P. Hahn denied the Home Packing Co. of Toledo and the Zehner Packing Co. of Bellevue injunctions to restrain collection of the levy.

In denying the injunction, the court held that the tax is constitutional and that money on which it is levied is income within the meaning of the constitution and its amendments. The packers had charged that the tax is a direct levy and not an income tax as authorized under the sixteenth amendment. Judge Hahn, however, held that "income" is a word of broadest significance and in its primary sense is to be contrasted with outgo and expenditure.

The court pointed out that the "windfall" law is operative to deny jurisdiction of the court to grant an injunction since it provides that no suit for restraining assessment or collection of the tax shall be maintained in any court.

The court further declared the act is not unconstitutional and that the packing companies were not entitled to an injunction because "compliance with the act requires expenditures on their part which are uncompensated by the act . . . this court must assume that the tax authorities will seek to enforce the act through reasonable regulations and only through reasonable demands on the taxpayer."

Five Texas rice millers have asked the U. S. Supreme Court to pass upon the constitutionality of the "windfall" tax. The processors also wish to determine whether or not federal courts are deprived of power to enjoin collection of the tax, if unconstitutional, and if exceptional circumstances give the petitioners a right to injunctive protection.

Petitions of the rice millers for in-

junctions were refused by the federal district court for Western Texas and the fifth circuit court of appeals at New Orleans, La. Petition to the Supreme Court is for review of the action of the circuit court.

## DENY TAX RECOVERY SUITS

Several suits against the collector of internal revenue for the refund of processing taxes paid were dismissed this week by judge James H. Wilkerson in federal district court at Chicago, on the ground that the court lacked jurisdiction. He ruled, in effect, that congress had withdrawn the right to sue the government for refunds in passing the revenue act of 1936, and had established conditions and procedure for making refund claims.

The suits were brought by the Cudahy Packing Co., Marshall Field & Co., Sears Roebuck & Co. and the Morton Salt Co. to recover approximately \$14,000,000. The companies were seeking processing taxes paid from November, 1933 to March, 1935. They were granted an injunction on November 23, 1935, restraining collection of unpaid and future taxes. Unpaid taxes and those for subsequent months were paid in escrow and later refunded.

The packing company filed a claim for refund of \$11,908,915.80 on November 30, 1935. The commissioner of internal revenue rejected this claim, leading to the court action. (See THE NATIONAL PROVISIONER of June 27, 1936, page 12.)

The court ruled in regard to provisions of the revenue act of 1936 that "the sections in question prohibit the making of refunds, in pursuance of court decisions or otherwise, unless there is compliance with the rules there stated. One of these conditions is that the taxpayer must establish that he had borne the burden of such amounts, or that he has repaid unconditionally such amounts to his vendee who bore the burden thereof."

In his opinion, judge Wilkerson held that even though the court should enter a judgment in favor of the companies it would have to withhold execution and in effect change the suit against the collector into one against the government. Since congress had already denied the right of suit against the government, the court stated it had no power to perform any effective judicial act in the case.

## 1936 MEAT CONSUMPTION

Per capita consumption of federally inspected meat in 1936 compared with 1935 and the 5-year-average are reported as follows:

	1936. lbs.	1935. lbs.	5-yr. av. lbs.
Beef and veal.....	46.41	41.37	39.67
Pork and lard.....	43.08	36.52	32.31
Lamb and mutton.....	5.25	5.40	5.36
Total .....	94.74	83.38	67.34
Lard only .....	6.13	4.02	7.36

# PRACTICAL POINTS

## for the Trade

### Making Dried Beef

A Western packer wants to diversify his line of products and desires information on the curing of beef hams and making dried beef. He writes:

Editor THE NATIONAL PROVISIONER:

We should like to make a wider line of products and are considering the manufacture of dried beef. We would like to have you describe the process from the time of stripping the round.

Production of good dried beef requires extra care in selecting and chilling the cattle from which it is made. Selected cutter cows will furnish the rounds for making a quality product.

Dressed cattle should be handled speedily from the killing floor to the chill room and should be chilled quickly. Carcasses should not remain too long in the cooler, as aging will interfere with proper curing. It is as important to chill beef correctly as it is to chill hogs properly to avoid trouble in curing pork.

The dressed cattle should be cut in a refrigerated room. This description will cover handling from the point where the stripper round has been cut out.

**STRIPPING.**—The stripper round includes the pieces known as inside and outside hams and knuckles. Knuckle is separated by cutting through knuckle joint from under the round, loosening meat around shank bone, and pulling knuckle away. Round is then turned over and a cut is made a half inch below the gam. It is then split along the center down to the bone, dividing it into an inside and outside. Excess fat is trimmed from the inside and outside hams.

The resulting three pieces are known as a beef ham set. The knuckles range from 6 to 14 lbs. in weight; outsides, from 6 to 14 lbs., and the insides, from 8 to 19 lbs. Best quality dried beef is made from the insides and poorest from outsides. The 12-lb. pieces are considered the best weight.

Use of meat hooks and triers on beef ham sets should be avoided. These leave tears or openings in which soaking water may lodge, resulting in a grey-streaked product.

**CURING.**—Beef should not be placed in cure until the internal temperature has reached 34 degs. F. Insides, outsides and knuckles are cured separately.

Hams are cured in clean, dry vats or tierces. Tierces should be tested for tightness and lined with cheesecloth before filling. Sprinkle the beef cuts lightly with salt and pack carefully, so that there will be proper circulation of the pickle. About 286 lbs. of beef is packed in a tierce.

Formula for curing pickle varies in

different plants. A good basic formula calls for 15 lbs. sugar and 6½ lbs. nitrate of soda to 100 gals. of 78 deg. salometer salt solution at 35 to 38 degs. F. Another good formula is based on a 78 deg. salometer salt solution containing 44 lbs. of sugar and 9 lbs. of nitrate of soda per 100 gals. Pickle is chilled to 38 degs. F. and 5 to 5½ gals. are used for each 100 lbs. of meat cured.

If the product is packed in tierces, the tierce is headed up when the meat is well covered with the pickle. Where beef hams are cured in vats, the meat is kept down in the pickle by the use of cross slats fastened inside the vats just below the top edge. These are slipped out when the product is overhauled.

**OVERHAULING.**—Overhaul hams or roll tierces on the 10th, 25th and 40th day in cure. If tierces are used, see that they are properly headed up and kept full of pickle. If more pickle is needed, it should be the same strength as the original solution. Overhaul tierces by rolling and shaking to separate the cuts and move them about in the pickle.

If dark spots appear on the meat, they are usually the result of packing too tightly or using an insufficient amount of pickle. Sometimes they result from careless overhauling or failure to overhauled; sometimes they result from unsanitary handling.

Time of cure is about 7 days to the pound. Heavy insides require 75 to 85 days; heavy outsides, 65 to 75 days; knuckles, 65 to 70 days, and lighter sets, 10 days less. Knuckles cure most slowly because of the covering of skin.

**STORING.**—If product is not used at cured age, transfer to freezer. Each tierce should be inspected to see that hoops are tight. Have all hoops redriven if loose and use hoop fasteners after they have been redriven. Be sure that each tierce is full of pickle. Beef hams may be frozen before or after curing, but it is not considered good practice to freeze, cure and then refreeze.

**EDITOR'S NOTE.**—Soaking, smoking and drying of beef hams will be described in the next article in this series.

### What Is Boiled Ham Shrinkage Cost?

Certain costs in making boiled hams vary directly as the value of the product varies.

Chief among these is the cost of shrinkage.

Anyone who figures costs, particularly for the purpose of arriving at selling prices, must keep this factor in mind.

This shrinkage item must be EXPRESSED in cents per pound but must be FIGURED from the value of the raw material used.

THE NATIONAL PROVISIONER has compiled a table to assist the packer in approximating the cost of shrinkage in the production of boiled hams. This gives the different percentages of shrinkages and at different value levels. Subscribers may have this table by filling out and sending in the following coupon, accompanied by a 10c stamp. In large quantities, please write for prices.

The National Provisioner:  
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "How to Figure Shrinkage Cost in Making Boiled Hams."

Name.....

Street.....

City.....

Enclosed find a 10c stamp.

### RECLAIMING SECOND SALT

Should excess salt from D.S. meats be saved and used in making brine? A Southern packer writes:

Editor THE NATIONAL PROVISIONER:

Is it good practice to save the salt which is knocked off D.S. meats and use it in making a leaching brine?

If salt is properly and economically used there should be little salt to save in small or medium-scale dry salt operations. Of course, considerable quantities of salt are wasted in some dry salt cellars, whereas in others the salt is used efficiently.

Second salt has a coating of grease from the fat meat on which it was used. Unless the curing foreman has had experience in reclaiming such salt it is not advisable to save it for making brine. It is always risky to use it on fat backs or other fat cuts.

If second salt is saved in a strictly sanitary manner, it might be used in carlot shipments of D.S. meats. In general, however, it is believed that the small curer will be better off if he uses his salt as needed in the original cure—but not wastefully—and then makes no effort to use it further on edible products.

### GOOD MEN AND GOOD JOBS

Watch the Classified ad. page for good men or for good jobs.



*A Superior SUGAR*  
*for use in the*  
**CURING of MEAT**

—  
*Cerelose (Dextrose Sugar)*

speeds up the development of the color in meat. The presence of Cerelose, by preventing oxidation, keeps the color stable and more presentable.

You will find Cerelose especially beneficial in all wet pickle cures and in all types of sausage.

*for further information write:*

**CORN PRODUCTS SALES COMPANY**

17 BATTERY PLACE

NEW YORK CITY

**CERELOSE**

(PURE REFINED DEXTROSE SUGAR)



*A Page for the*



# PACKER SALESMAN

## SELLING in 1937

### Personal Check-up Valuable In Improving Sales Methods

By a PACKER SALESMAN

AT THE start of this new year would it not be a good idea for every packer salesman to include among his resolutions one to do a better job of selling in 1937—to move a larger tonnage at a better average margin of profit?

Few of us are such good salesmen we could not be better. Perhaps we do what we consider a good job. The boss may even be satisfied with our efforts and give us a verbal pat on the back once in awhile. But if we really are conscientious and are thinking of our own interests, as well as those of the firm, we will refuse to consider past results—no matter how good they may have been—as our standard of accomplishment.

### Plant Check-up

Production men in our firm have been making an appraisal of the plant, going over it from cellar to garret.

Buildings and equipment have been examined in detail for defects and needed repairs. Floor plans have been studied carefully with a view to making changes that will speed up operations and reduce handling costs. New developments in equipment and methods have been checked and rechecked for cost-cutting and quality-improving possibilities. Manufacturing and processing operations are being overhauled in detail. Rule-of-thumb methods, wherever found, are being discarded and replaced with scientifically sound practices.

This plant housecleaning—if it may be termed such—is an annual event. No meat packing plant ever became so efficient, our executives believe, that there is no room for improvement.

### Why Not Sales Check-up?

This attitude toward production is largely responsible, I believe, for the enviable reputation for high quality products our firm has built up, the high regard in which it is held by competitors and retailers, and the unusual success it has enjoyed in a highly competitive territory.

If an annual check-up of a meat packing plant is worth while, would it not be

reasonable to assume that the packer salesman might materially increase his effectiveness by a personal check-up to discover his shortcomings and reveal practices—or lack of them—that are cramping his style?

I think so. The packer salesman who will honestly study his efforts and methods—his attitude toward sales, customers and prospective customers, his possibilities and his results, his successes and failures and the reasons for them—no doubt will find much cause to consider overhauling of his selling procedure.

### What Check-up Showed

For example: A check-up of my 1936 sales reveals that slightly more than 53 per cent of my volume was of lower profit items. I failed to sell the list. It looks very much as though on many occasions I took what business was handed to me, and failed to sell products that could have been turned over profitably and probably were purchased from a competitor.

My average order was only fair. It should have been at least \$1.50 or \$2.00 greater. If I had increased my average sale \$1.12 I would have been at the head of our sales force in dollar volume.

Average number of calls each week was below what I am capable of making. The result was that I was barely able to maintain the number of customers with which I started on January 1, 1936. I should have added at least one new customer each week last year.

Customer turnover was greater than there was any need for, considering consumer demand for our products. I assumed that our firm is so well known there was no need to keep it sold to retailers.

### Methods That Lost Sales

I made more price concessions than should have been necessary—lazy selling. My firm should have had more

profit than it received on my volume of sales.

My percentage of sales to calls was good, because I did not call regularly on as many prospects as I should have. My total result would have been better if my ratio of sales to calls had been smaller.

Very few of my customers rely on me for advice, suggestions and information on retail meat merchandising. I have not taken pains to sell myself as a trade adviser, and to seek to tie retailers to me by making myself valuable to them.

I passed up possibilities for increasing sales of my firm's products by neglecting to see that our window displays and store advertising matter were more generally used.

### Sales and Possibilities

A salesman's inventory of himself should not be to prove anything, but merely to bring to mind the many things that enter into the make-up of a high-ranking man.

The first step toward selling improvement is to know in what respects one is weak. Unless we have the facts it is difficult to know where to start on the improving process. Besides, it is good disciplinary exercise to rate one's self on possibilities and results—it helps to keep us from becoming too cocky and self-satisfied.

Perhaps our greatest fault has been that we rate ourselves on our volume. The man who turns in a small volume, but gets more than his share of the business in his territory, does a much better selling job than he who sells a large volume which is only a small percentage of what he should have sold.

Let's reverse our thinking in 1937. Let's think less about the sales we make and worry more about sales we are not getting but should have. If we do this I think we will be surprised at the results.

### CULTIVATE THE CLERKS

It pays to cultivate retail store personnel. High-hatting clerks gets one nowhere, and may increase the salesman's selling difficulties or cause him to lose a good account.

Despite packaging, identifying and advertising to build consumer demand and good will, many housewives are easily influenced by recommendations of clerks who wait on them. Having the clerks on the salesman's side, therefore, is good business. They could easily cause much damage to sales of a product the salesman for which they dislike.



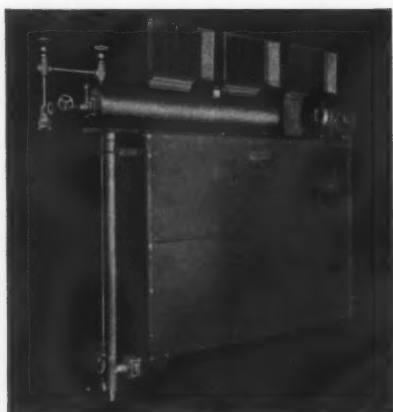
Week Ending February 13, 1937

Page 25

Let YORK AIR CONDITIONING  
Equipment show you how to  
cool and firm Mr. Hog... *fast*



Put pork in your chill room and while holding temperature and humidity to correct levels you can *speed* up the air circulation to the exact rate at which Mr. Hog cools and firms best. Take out the pork and put in beef, and with the same York unit you can regulate the conditions for *it*, tuning the air circulation to the exact rate needed to firm the beef and keep mold from starting.



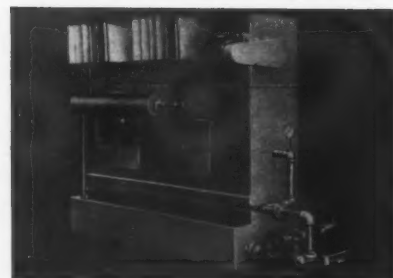
### You'll Find a York Coil Type, or Spray Type Air Conditioner Invaluable

The York Coil Type (see upper illustration) can be installed with, or without ducts. It insures uniform and continuous air distribution, independent of cooling requirements. It also eliminates dripping overhead coils. Furnished with *patented* float control of either high or low pressure type which gives accurate and automatic regulation of refrigerant. Where brine or cold water is used as the refrigerant, special coils and headers, designed to insure minimum power requirements for pumping, are furnished.

The York Spray Type (lower illustration) uses little head room. Doesn't have to be

shut down for defrosting. Fan gives front, back or top air delivery. Fan speed is adjustable making the unit applicable to duct systems. Unit is protected against corrosion—welded tank steel casings, hot dip galvanized—stainless steel eliminators, fan wheels and scrolls—cadmium plated fan shafts.

Take your air conditioning and refrigerating problems to your nearest York Headquarters Branch. There is one near you. They are located in every important center of demand. York Ice Machinery Corporation, York, Pennsylvania. Headquarters Branches throughout the World.



**YORK** *Headquarters for Mechanical Cooling since 1885*  
**AIR CONDITIONING and REFRIGERATION**

# REFRIGERATION ☆

## and Air Conditioning

### REFRIGERATOR Cars

#### Savings in Icing Costs Using Bunkers of New Design

IN THE September 19, 1936, issue of THE NATIONAL PROVISIONER, reference was made to refrigerator cars of new design being tried out by the Canadian Pacific Railways.

A bulletin issued recently by the Biological Board of Canada gives interesting details of tests made on these cars. Cooling units in each car consist of eight overhead bunkers, each 3½ ft. wide, 9 ft. long and 9 in. deep. These are arranged so that the corrugated bottoms, forming ceiling of car, slope laterally in order that condensation formed on them will be conducted to gutters arranged along sides.

Each bunker has its own hatch in roof and a 1-in. drain leads from its lowest point. Wooden strips, 2 in. by 2 in., are secured vertically to the four walls of the car to prevent load from coming in contact with tanks and cutting off air circulation. Floor racks are also employed. These are arranged with stringers placed crosswise of car to provide free channels for air circulation.

#### Increase Car Capacity

Outside dimensions of cars are approximately those of the standard refrigerator car, but elimination of end tanks adds about 5 ft. to inside loading space. It is estimated present load capacity could be increased 20 per cent or more for products where bulk or air circulation are factors controlling the load.

Head room is slightly reduced in the new cars by the roof tanks and under-slung meat racks, but this was found relatively unimportant, except for inconvenience of handling such products as quarters of beef, since improved air circulation obtained permits higher loads than is usual with end bunker cars.

Numerous tests have been made of these cars for transporting perishable food products, including fresh meats, fish and fruits. In one such test arrangements were made at Winnipeg for two carloads of fresh beef to be shipped to Montreal, with the particular object

of having a control car for comparative purposes.

#### Less Ice and Salt

Experimental car was loaded with 21,300 lbs., while the standard control car with end bunkers was loaded with 21,900 lbs. Resistance thermometers were distributed throughout the loads in both cars, and cars were attached one at each end of a caboosse containing the temperature indicating instruments.

Both cars had been iced the day prior to loading and were re-iced day after loading, end bunker car with 11 per cent salt-ice mixture and roof bunker car with a 6.5 per cent mixture on both occasions. Both cars left the yards, therefore, with bunkers filled to capacity.

During the journey from Winnipeg to Montreal the end bunker car was re-iced three times, using in all 4,000 lbs. of ice and 480 lbs. of salt. The roof bunker car was re-iced but once, requiring 1,600 lbs. of ice and 200 lbs. of salt. There was a good reserve of ice in both cars when they arrived at their destination.

Significant observations of this test were:

#### Test Results

1.—Spread in temperature between warmest and coldest points in the two cars, which ranged from 16 degs. Fahr. to 7 degs. in the end bunker car and only from 4 to 2 degrees in the roof bunker car.

2.—Comparatively slow rate of cooling of end bunker car.

It required over 48 hours after time records were commenced before temperature at warmest point in end bunker car was reduced below 40 degs. Fahr. in spite of the fact that coldest point was uncomfortably close to freezing point of beef during this time.

In roof bunker car, on the other hand, it required less than 24 hours to reduce temperature of warmest point below 40 degs. Fahr. Coldest point was then still above 37 degs., indicating that had it been desired a more concentrated brine could have been used to reduce both temperatures more rapidly and to a lower level without danger of freezing the meat.

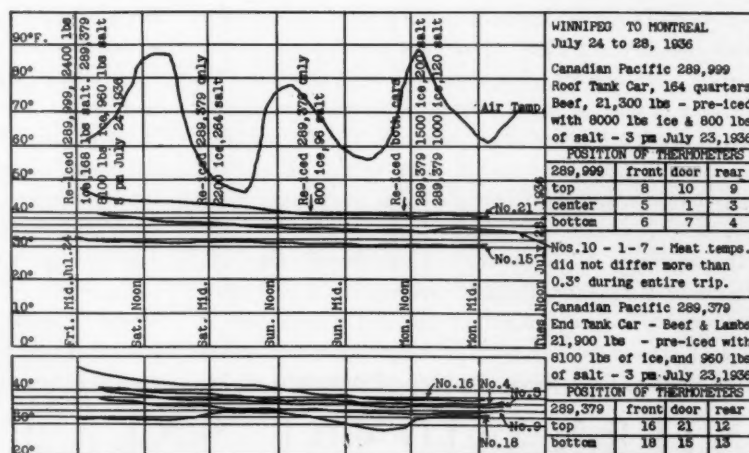
3.—Frequency of re-icing.

#### Ice and Salt Savings

Although it is difficult to estimate what saving in ice and salt can be made by use of cars with overhead bunkers, results of this comparative trip indicates it would be considerable, particularly in extremely warm weather.

It may be pointed out that saving is merely due to utilization of what may be termed a waste product. With end bunker car a trip is ended with bunkers practically full of cooling mixture, which is ordinarily wasted. With the roof bunker car it is wasteful to end a trip with more than a reasonable reserve, since cooling of all parts of the car proceeds as long as there is any ice remaining in the tanks.

A comparison of the performances of the above two cars would not be complete without mentioning an incident

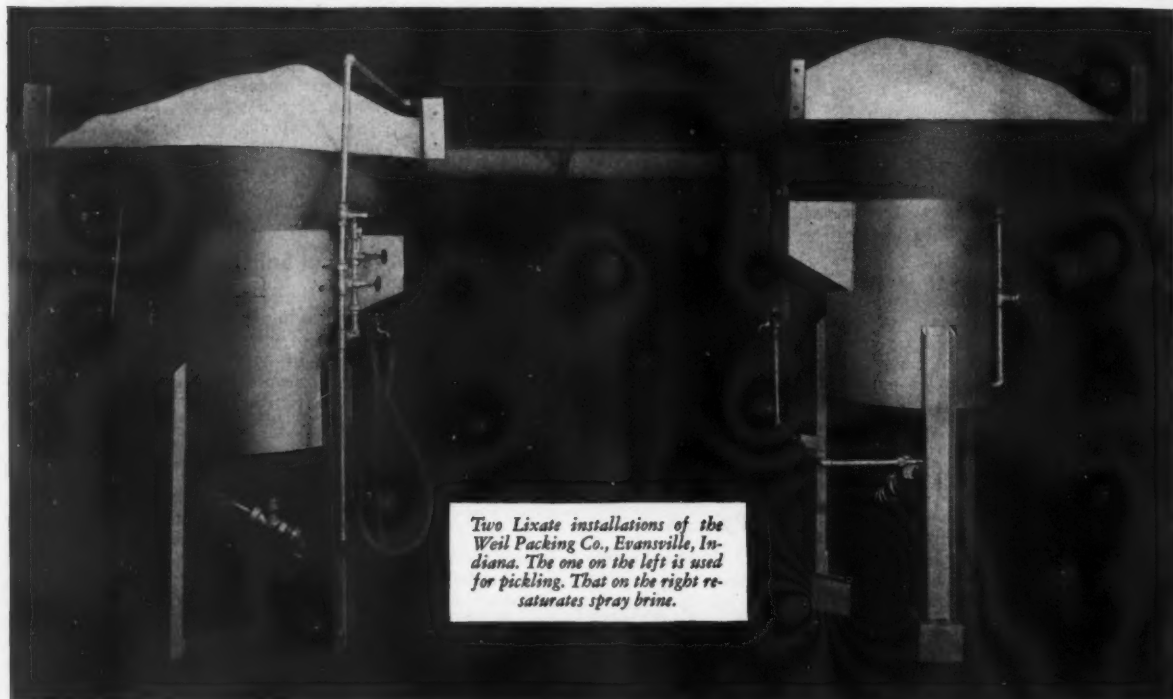


#### TEST ON ROOF BUNKER AND END BUNKER CARS

Lower and more uniform temperatures were obtained in the roof bunker car with consumption of considerably less ice and salt.



# NOW BRINE MAKING CAN BE AS *Efficient* AS OTHER PACKING PLANT OPERATIONS



Two Lixate installations of the Weil Packing Co., Evansville, Indiana. The one on the left is used for pickling. That on the right re-saturates spray brine.

**F**EW INDUSTRIAL OPERATIONS can match the operating economy of the modern meat packing plant. In a business where efficiency is a habit, where costs are constantly being whittled down, one operation made little or no progress. This was brine production. It is an International policy to help all users of salt use it better or at lower cost. The International Salt Research Laboratory studied brine making in packing plants. From these studies a new and better way to make brine was created. It is known as the Lixate Process.

Here is a brine making process that saves money in four different ways. It saves in the cost of handling salt, in the cost of making brine, in costs of handling brine—and in the amount of salt used. Economical rock salt is fed by gravity to the Lixator. Salt is dissolved automatically, becoming fully saturated brine

which is automatically filtered to be brilliantly, crystal clear. Brine flows to a storage tank from which it is pumped or piped by gravity to any part of the plant.

Here are savings which any plant superintendent, any executive can see. You save, with the Lixate Process, practically all of the present labor costs for making brine, once the salt is in the hopper. In addition, *you use less salt!* There is no waste. Lixate users report savings of as much as 20% in amount of salt required for the same amount of brine.

The Lixate Process has never failed to make these important savings wherever it has been installed. Look into it now. Write for the Lixate Book. You are under no obligation of course, if you ask to have a Lixate Engineer call and see how you can cut down your brine production costs.

## INTERNATIONAL SALT COMPANY, INC.

GENERAL OFFICES—SCRANTON, PA., and NEW YORK CITY

SALES OFFICES: Buffalo, N. Y. • Philadelphia, Pa. • Boston, Mass. • Baltimore, Md. • Pittsburgh, Pa. • Newark, N. J. • New York, N. Y. • Richmond, Va. • Atlanta, Ga. • New Orleans, La. • Cincinnati, Ohio • St. Louis, Mo. • REFINERIES: Watkins Glen, N. Y. • Ludlowville, N. Y. • Avery Island, La. • MINES: Retsof, N. Y. • Detroit, Mich. • Avery Island, La.





which was the direct result of the uniformly low temperature found in the roof-tank car. Soon after the door of this car was opened, condensed moisture commenced to appear on the meat and racks, and these very soon became quite wet.

### Condensation Problem

This was obviously objectionable, for it not only rendered the meat unsightly and difficult to handle, but it would also promote growth of moulds and bacteria. Condensation is seldom encountered in the end bunker cars, the explanation being that inrushing warm air strikes warmest portion of load where temperature is above the dew point of the air that actually strikes the cold surfaces. It is reasonable to assume that if the load in the roof-tank car were maintained at this higher temperature, the condensation could be avoided.

The difference in the case of the roof-tank car would be that all the meat in the car would be at about one temperature rather than just the upper portions of each quarter. Obviously, however, if the higher temperature is permissible at portions of a quarter of beef, it is permissible for the entire joint, and this higher temperature can be more economically maintained in the roof bunker car than in the ordinary car as is shown by the test data.

### Design Changes Suggested

On the other hand, if the lower temperatures are necessary for an improved product, then the end bunker car is evidently unsatisfactory, because lower temperatures than were obtained in this test at the doorways cannot be maintained without danger of actually freezing some portion of the load. Irrespective of the methods of cooling used in the car, if lower temperatures are demanded, the present technique of unloading must be modified if condensation is to be avoided. Condensation is purely a result of temperature and humidity effects, and to obviate it the cooled product must travel in either cooled or dehumidified (dried) air on its way to the storage rooms.

It would appear, therefore, that the condensation encountered in the new experimental car cannot be used as an

argument to disfavor the principle of overhead cooling. The many advantages shown by the above tests mark the experimental car as distinctly successful. It is true various difficulties were encountered in the trips, but these were never serious, and can be overcome by design changes.

Improvements suggested as an outcome of these tests are:

- 1.—Re-designing of ceiling construction so as to provide for circulation of air completely around tanks, thus greatly increasing the cooling area, with consequent speeding up of rate of cooling.
- 2.—A new form of meat rack, so designed that condensation forming on it will be conducted to side gutters provided for bunkers.
- 3.—Use of light alloys in structural members of car to reduce tare weight, and possible use of aluminum foil as insulation for same reason and to reduce odors which often result from the use of hair felt when not adequately protected against moisture.
- 4.—Use of metal sheeting, both inside and out, to increase space allowable for insulation, and permit highly polished surfaces to minimize absorption and radiation effects.

### PIPE INSULATION

Losses through uncovered brine and ammonia pipes are very high. Wherever frost appears on an outside line it represents a continuous loss.

All pipe lines carrying brine or ammonia should be insulated, and care should be taken to see the insulation is properly applied. Rotten, sagging and water-soaked insulation is of little value. It not only spoils the appearance of what might otherwise be a neat department, but heat losses through it may approximate, if not equal, those through a bare pipe.

Efficient application of insulation on pipes and fittings requires the services of someone familiar with the needs. Insulation properly applied will last for years. Good work is expensive, but returns a high rate of interest in the increased refrigerating capacity secured.

### REFRIGERATION NOTES

Food Lockers, Inc., Marshalltown, Ia., has been incorporated with \$20,000 capital by D. B. Kleibenstein, G. F. Shortess and H. M. Shortess.

Wellborn Cold Storage Plant of Wellborn, Fla., recently opened a meat curing department.

Fourth story will be added cold storage warehouse of Summerland Cooperative, Summerland, B. C.

A 250-locker storage plant is being installed at the Farmers Cooperative Creamery, Dolliver, Ia.

Algona Ice Cream & Candy Factory, Algona, Ia. opened a 300-unit cold storage locker plant on February 9.

Crystal Ice & Storage Co., Portland, Ore., plans extensive remodeling.

Railways Ice Co. has added 84 cold storage lockers to its Alva, Okla., plant.

F. D. McLain & Co., Pharr, Tex., contemplates construction of cold storage plant.


### LIFE OF UNIT COOLERS

Stainless steel is generally recognized by packers as the most economical and satisfactory material for viscera conveyor pans, meat and offal tables and other equipment requiring thorough daily cleaning and subject to corrosion. The transition from black iron is familiar to everyone. It was a step-by-step process over a number of years, during which various other materials had their day and were discarded on the evidence found on cost sheets. That stainless steel is today in such wide and growing use in the meat industry is due solely to the ease with which it may be kept clean and sanitary and to the fact that, while first cost is greater, it is more economical over a period of years.

Somewhat the same evolution in the use of equipment fabrication materials that has occurred in processing and manufacturing departments may be expected in some refrigerating equipment, engineers say, particularly in unit coolers. While a high degree of cleanliness is not a factor in this instance, corrosion is a problem of considerable importance.

The life of a unit cooler and its cost

# MASTERCRAFT



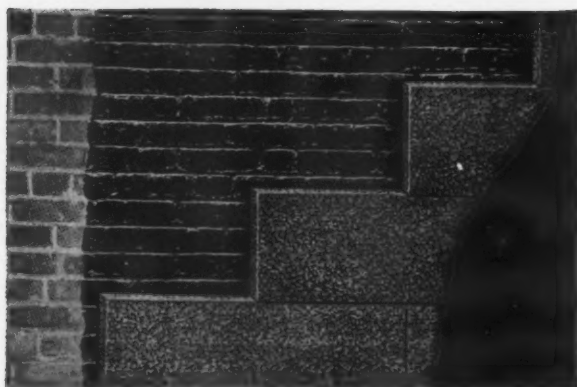
*designed to serve*

**MEAT PACKERS • PROVISIONERS • BAKERS • DAIRIES**

**TRUE BODY**

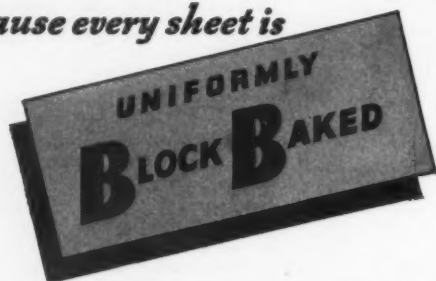
**LUCE MANUFACTURING CO.**  
LANSING, MICHIGAN

*For Safe and Fast Food Transportation*



## PERFECT FIT

*because every sheet is*



Every step in the making of UNITED'S B. B. Corkboard is a step towards uniformity . . . each sheet Block Baked by a patented process of a combination of internal and external heating . . . and manufactured with a scientific precision that assures uniformity in density, size, thickness, weight and insulating value. Automatically controlled equipment prevents variations. There are no green centers . . . no charred surfaces. You get a superior corkboard of greater flexibility, strength and insulating efficiency, and far longer life, at no higher cost than other corkboards. Your inquiry will bring full particulars, without obligation.

## UNITED CORK COMPANIES KEARNY, NEW JERSEY

*Manufacturers and Erectors of Cork Insulation*

SALES OFFICES AND WAREHOUSES: New York, Philadelphia, Boston, Baltimore, Chicago, Cleveland, Cincinnati, Pittsburgh, Milwaukee, Indianapolis, Rock Island, Ill., Buffalo, Taunton, Mass., Albany, N. Y., St. Louis, Mo.

We are interested in receiving data on

Please have your nearest sales office communicate with us.

Name .....

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NP 2

UNITED'S CORKBOARD is 100% pure corkboard, made to U. S. Bureau of Standards' specifications.

## THIS YEAR

**GIVE BOTH YOUR PURSE  
AND PRODUCT A BREAK!**

### GENUINE

# KOLD-HOLD

The Ideal Truck Refrigeration

will save much more than its cost in a single season, completely protect your product in transit, and deliver it in the pink of condition.

For free recommendation, write for data sheet and name of nearest Kold-Hold body builder.

**100% SATISFACTORY PERFORMANCE  
OF EVERY INSTALLATION  
GUARANTEED**

**KOLD-HOLD MFG. CO. • LANSING, MICH.**

Kold-Hold is fully protected  
by U. S. and Foreign Patents and applications pending.



**THE REASON  
YOU SHOULD CHECK  
INTO *This*  
UNIT HEATER**

*44 feet from the floor yet  
furnishing comfortable  
heat to the working zone.*

These heating sections are all-cast aluminum. In them there are no soldered joints—no pressed joints—no rolled joints—no unions. It's a sturdy construction that cannot bend out of shape and will not break. Neither can these sections be affected by electrolysis. That's why in 8 heating seasons there have been no failures due to leaks or breakdowns. Once installed Grid Unit Heaters become permanent equipment to last indefinitely.

Write for details of this different unit heater.

**THE UNIT HEATER & COOLER CO.**  
WAUSAU, WISCONSIN • Offices in all principal cities

# GRID UNIT HEATER

depend on the quality of workmanship and the kinds of materials used in its construction. Heavier material and non-corrosive material would increase both first cost and service life. And extra cost of the longer-lasting machine would return a big interest and considerable more satisfaction on the investment.

In this connection it is interesting to note that there is developing among packers a disposition to give more consideration to longer unit cooler life by specifying heavier construction. One of the larger packers is today buying unit coolers with casings made of 3/16-in. iron, hot galvanized after fabrication, and equipped with stainless steel fans and eliminators. Naturally, first cost of this equipment is greater, but ultimate cost over a period of years will be less, it is estimated, due to considerably longer life of units.

Some unit cooler manufacturers are predicting that eventually unit coolers with casings, fans and eliminators of stainless steel will be in general use, and some of them are in position to quote on this equipment.

#### MODERNIZING POWER PLANT

First step toward complete modernization of the power department and generation of power as a by-product of the processing steam demand—installation of a modern high pressure boiler and up-to-date auxiliaries—is being taken by the Nuckolls Packing Co., Pueblo, Colo.

This boiler is of the Stirling, 4-drum type, with water cooled side walls. It is rated at 300 h.p., has been constructed for a working pressure of 325 lbs. and is being set high enough to operate at from 200 to 250 per cent of normal rating when required. This boiler and another of similar size and type has been planned to later operate bleeder turbines from which steam for processing will be extracted at 50 to 80 lbs. pressure. Until the power generating equipment is installed, however, the boiler will be operated at 150 lbs. pressure, same pressure older boiler carries.

Auxiliaries being installed include

continuous blow-down, spreader type stoker equipped with forced draft and full automatic combustion control, and latest metering devices, including steam flow meter, CO<sub>2</sub> recorder, and multi-point draft gauge. All coal fired will be weighed automatically.

The new boiler replaces one of two older units operated at 150 lbs. pressure. Other is being retained in use for stand-by service, but will also be replaced with a high pressure type when power generating equipment is installed.

The modernization was engineered by Brady, McGillivray and Mulloy, consulting engineers, Chicago.

#### FINANCIAL NOTES

Jewel Tea Company, Inc., reports net profit of \$1,794,101 during 1936, equivalent to \$6.41 per share of common stock. Net profit in 1935 totaled \$1,536,186, or \$5.49 per share. The firm increased its retail stores in 1936 by about 15 per cent.

Great Atlantic & Pacific Tea Co. has declared an extra dividend of 25 cents in addition to quarterly dividend of \$1.50. A quarterly dividend of \$1.75 has been declared on preferred stock. All payments are due February 16, on stock of record on February 9.

Amalgamated Leather Co. has declared a quarterly dividend of 75 cents on 6 per cent cumulative stock, payable April 1, to shareholders of record on March 19.

Procter & Gamble has declared a quarterly dividend of \$1.25 on 5 per cent preferred stock, payable March 15, on stock of record on February 25.

A semi-annual dividend of \$1 per share has been declared on stock of Compania Swift Internacional, payable March 1, to shareholders of record on February 15.

Net profit of Safeway Stores, Inc., totaled \$4,155,941 for 1936, according to a preliminary report of the company. This is equal to \$4.03 per share on common stock and compares with net of \$3,409,775, or \$3.07 per share on common in 1935.

#### CHAIN ANSWERS FTC

Denying the charge that it had violated the Robinson-Patman act, the Great Atlantic & Pacific Tea Co. also attacked the constitutionality of the law in its answer this week to the Federal Trade Commission's complaint. The company stated that it had neither demanded nor received commissions or brokerage in any form since June 19, 1936, the effective date of the law, from the six sellers mentioned in the complaint.

The chain admitted receiving non-discriminatory discounts available to all purchasers on proportionately equal terms and accepting advertising allowances for services rendered to sellers, which were accorded all purchasers on proportionately equal terms. The company asserted it had exercised its right to buy on the best terms possible "and was in each instance assured that those terms were available to others in respondent's situation."

The answer made two special defenses, both attacking the validity of the Robinson-Patman act. In the first of these the A. & P. charges that section of the law dealing with brokerage is unconstitutional because it deprives persons of the right to contract in violation of Article 1 of the constitution; deprives persons of the right to freely contract for personal services, and is not due process of law in violation of the Fifth amendment.

In its second defense the chain charges that Section 2 (b) of the act gives the FTC power to prevent discriminations in prices, services or facilities without regard to whether the effect of such discrimination is to lessen competition, create monopoly or destroy competition. The brief declares that the FTC can prevent the doing of that which is not unlawful under the act.

#### CHAIN STORE SALES

Safeway Stores, Inc., reports sales of \$26,261,194 for the first four weeks of 1937, a 13.6 per cent increase over dollar volume of \$23,106,110 for the like period in 1936.

## "C-B" Cold Storage Door

### "The Better Door that Costs No More"



The "C-B" Fastener for overlapping type Freezer Door. Simple and Efficient.

The "C-B" Super Freezer Door is used where extremely low temperatures are maintained.

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"THIS is Joe. He's a Standard Oil Automotive Engineer, and a great guy. Last week he walked in and said the boss had asked him to check the fleet engines for waste. Naturally, it burned me up—me that's slaved over those cars for years.

"But what do you know—he called me over while he was digging around in the first motor, and showed me what he was doing. He had a load of instruments that registered how every part of an engine performed. He even checked the exhaust gas.

"The only job he was after, he said, was to show exactly what adjustments were needed to cut down mileage costs and to help me make a better showing. There I was thinking I knew how to cure everything that ailed a car—but he opened my eyes. The first motor we worked on picked up a full two miles to the gallon . . . and I was sold.

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\* \* \*

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Call the Standard Oil (Indiana) office in  
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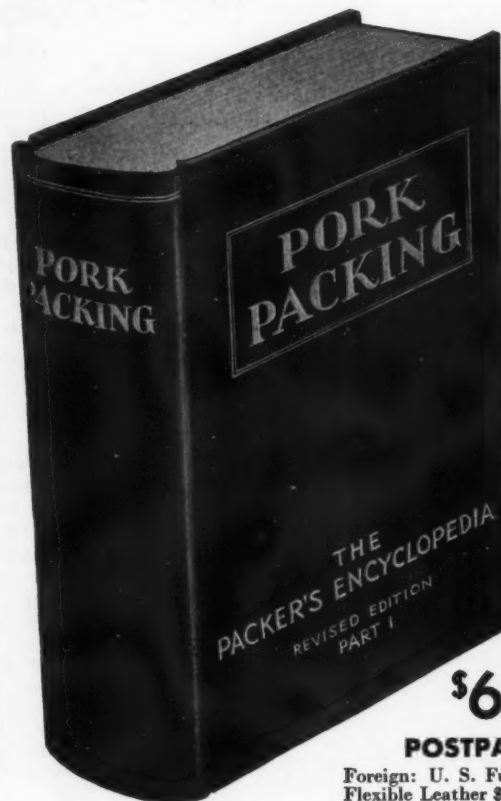
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will be found in this 360-page book. It is filled from cover to cover with practical ways of overcoming difficulties encountered in day-to-day operation of the pork packing division of the meat plant. Special emphasis has been placed on figuring of tests, and 100 pages of tables showing results are included. "Pork Packing" explains how you can apply the results to your operations. Savings in better, more efficient operation which can be effected when the lessons contained in this volume are applied will pay for the cost of the book many times over.



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Here are the subjects that are discussed: Buying—Killing—Handling Fancy Meats—Chilling and Refrigeration—Cutting—Trimming—Cutting Tests—Making and Converting Pork Cuts—Lard Manufacture—Provision Trading Rules—Curing Pork Meats—Soaking and Smoking—Packing Fancy Meats—Sausage and Cooked Meats—Rendering Inedible Products—Labor and Cost Distribution—and Merchandising. Every phase of Pork Packing within the covers of one book!

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## Plant Operations

Pointers for the Superintendent,  
Engineer, Master Mechanic and  
other Operating Executives

### UNIT HEATERS

Vapor or fog on killing floors and in sausage kitchens, wash rooms and other locations where steam is used in open processing has always been a problem in the meat packing plant.

The vapor may become so dense at times as to create dangerous conditions by limiting vision. In cold weather, by condensing on ceiling, walls and cold surfaces, and dripping on product and equipment, it causes loss and inconvenience every packer would like to have eliminated.



### IMPROVES WORKING CONDITIONS

Suspended type unit heater installed in cattle dressing room of a small meat packing plant. While used primarily to maintain comfortable working conditions in cold weather, these heaters also keep a room clear of fog, and prevent condensation of moisture on walls and ceiling.

Unit heaters are being installed as the solution to this fog and condensation problem. These are essentially a casing in which is a steam coil, over which a fan maintains a current of air. The discharge outlet of the heater is equipped with air diffusers, so that the warm air may be discharged in any direction desired in the room.

Steam usually is supplied to the heaters at from 2 to 5 lbs. pressure, although in most cases the coils are designed for a steam pressure of from

100 to as much as 125 lbs. or more.

In the suspended type heater generally used in the meat packing plant the motor seldom is more than  $\frac{1}{4}$  h.p., so that power for operation may be taken from the lighting circuit. One or more heaters may be installed in a room, depending on its cubic contents. As a rule, the flow of steam to the heating coils is controlled manually.

In the curing vat cleaning room in a Chicago plant vapor often became so dense that it was impossible to see a few feet in any direction. This condition was endured for many years, with much inconvenience to the workers. A unit heater recently installed has entirely changed this situation. No matter how dense may be the steam in the room, the atmosphere may be cleared up within less than one minute by operating the unit heater.

This packer is so pleased with the results in this room that he is installing unit heaters on his killing floors, where this condition of vapor and condensation is even more bothersome.

### Serve Two Purposes

In addition to eliminating fog and condensation, these unit heaters are efficient heating mediums. They serve a double purpose, therefore, and deserve the consideration of packers planning new space heating arrangements, whether or not vapor is a problem in the rooms in question.

### CLEANING BACON HANGERS

Best way to clean bacon hangers is to wash them in a caustic soda solution and then rinse them off in very hot water. This should be done every time they are used, as dirty hangers contaminate and spoil appearance of the product.

Some packing plants do this washing in a small galvanized iron chamber through which trees, hangers and other smokehouse equipment are passed. Here they are pressure-sprayed with soda ash solution and then transferred to a similar room, where they are rinsed with hot water.

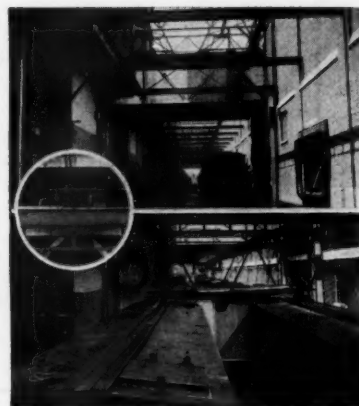
Constant cleaning is necessary, and even with such methods the prongs on the hangers may become rough and jagged and require frequent retinning or galvanizing. Some packers have found it worth while, in spite of the extra cost, to equip their bacon hangers with very smooth stainless steel prongs. The first cost for such equipment is higher, but subsequent maintenance cost is lower.

### INTER-PLANT TRAFFIC

The problem of traffic between packing plant buildings separated by a railway spur has been solved in a unique way by Geo. A. Hormel & Co. at Austin, Minn. When no freight cars are

on the siding the enclosed bridge shown in the illustration is lowered into position to permit trucking and other traffic between adjoining buildings. When freight cars enter the spur the bridge is lifted on a structural steel support high enough to clear the tops of the cars.

Fabricated of structural steel, and enclosed with corrugated sheet steel to permit communication under all weather conditions, this bridge is raised and lowered by the simple installation of a P&H 3-ton hoist, base mounted inside the building to the left. Operated by simple push-button controls, the bridge may be moved at a moment's notice.



### BRIDGE BETWEEN BUILDINGS

Upper scene shows bridge raised. Lower scene shows it lowered. Inset shows electric hoist.

This ingenious arrangement is a striking example of the many ways in which such hoists are being used in light elevator service.

### MEAT PLANT BELTS

By W. F. Schaphorst, M.E.

Every once in a while we read impossible claims concerning various belts used in meat plants, which are doubtless based on enthusiasm rather than on facts. For instance, I have heard many a salesman say, "My belt pulls like a chain."

There is no belt in the world that pulls like a chain and there never will be. The only way in which a belt can be made to pull like a chain is to put teeth in it, but as soon as teeth are put in a belt it is no longer a belt. It then becomes a "toothed drive." This applies to all belts regardless of material—leather, rubber, cotton, balata and even steel.

All belts slip or creep, regardless of material. Chains neither slip nor creep. Creep in a belt is unavoidable, because all belts are elastic. Creep is an elastic property and can be computed in advance with positive precision. Creep and slip in a chain drive are both impossible.

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*and the best of boiled  
hams go hand in hand*



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(Stainless)  
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ADELMANN Ham Boilers are made of Nirosta (Stainless) Steel, Monel Metal, Cast Aluminum and Tinned Steel—the most complete line available. Liberal trade-in schedules permit worn or obsolete retainers to pay a substantial part of the cost of equipping with new ADELMANN Ham Boilers—"The Kind Your Ham Makers Prefer."

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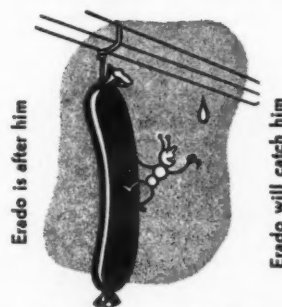
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Mold spores can be killed. Souring bacteria can be destroyed in their inception. SPRAY WITH ERADO SOLUTION.

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# PROVISIONS AND LARD ★

## WEEKLY MARKET REVIEW

**F**UTURES market for lard and hog products, after scoring some recovery from the month's lows under scattered buying and covering, developed weakness again at mid-week this week and was within striking distance of the low point of the downward movement. Commission houses and packinghouse interests were persistently on the selling side. Although demand was good for a time, the extent of the selling unsettled speculative longs and the market again ran into liquidation, which uncovered stop loss orders.

Houses with foreign connections were on the selling side and reports circulated that some European interests had developed a bearish attitude on future lard values. Undoubtedly the action of the market was mainly a reflection of the steady growth of lard stocks and continuance of comparatively large Western hog runs.

It had been anticipated that unsettled and colder weather would cut down the run of hogs temporarily. Such was not the case, however, and with packers hedging current make and hogs unsteady, the situation presented a more bearish aspect.

There was buying of lard by spreaders who were selling cotton oil because of the relative cheapness of lard compared to oil. However, the demands were not as large for lard as they have been heretofore. The knowledge that the market is carrying a large speculative load made for more cautiousness in some quarters. Indications are that lard stocks will continue to increase during the current month.

### Much Interest in Stocks

This phase of the situation appears to have attracted more scrutiny lately although lard stocks have been increasing steadily for some weeks. Nevertheless, it is the fear of large tenders on March lard contracts that has changed sentiment in some directions, at least for the time being. It is generally admitted that lard stocks may decrease rapidly when hog runs fall off seasonally. Some argue, however, that if the number of hogs in the country at the beginning of January was as large as at the same time last year, the seasonal decline in receipts might not be as great as anticipated.

Receipts of Hogs at Western packing points last week totaled 282,300 head compared with 382,300 the previous week and 291,200 the same week last year. Receipts this week promise to be comparatively liberal compared with the same week a year ago.

The average price of hogs at Chicago at the outset of the week was 10.15c compared with 10.05c the previous week, 10.65c a year ago, 8c two years ago, and

4.40c three years ago. The top price of hogs at Chicago at mid-week was 10.25c. The average weight of hogs received at Chicago was 234 lbs. against 236 lbs. the previous week, 236 lbs. a year ago, and 223 lbs. two years ago.

Production of lard in the United States in December was officially placed at 118,420,000 lbs. against 74,009,000 lbs. in December, 1935, and a 5-year December average of 134,450,000 lbs.

**PORK.**—Demand was fair at New York and the market was steady with mess quoted at \$31.00 per barrel; family, \$32.00 per barrel, and fat backs \$25.00@28.00 per barrel.

**LARD.**—Demand was fair at New York but the market was weaker with prime western quoted at 12.65@12.75c; middle western, 12.55@12.65c; New York City in tierces, 12½c@12¾c, in tubs 13@13½c; refined Continent, 13½c; South America, 13¾@13½c; Brazil kegs, 13½c; and compound in car lots, 13¾, smaller lots, 14c.

At Chicago, regular lard in round lots was quoted at 17½c under March; loose lard, 82½c under March, and leaf lard at \$1.40 under March.

(See page 44 for later markets.)

**BEEF.**—Demand was fair and the market rather firm at New York with family quoted at \$17.50@18.50 per barrel.

### HOLDING BRITISH MARKET

American meat packers exporting ham and bacon to Great Britain are submitting their individual proposals to the British government for relief from being required to fill their quota requirements completely. Packers have had to maintain shipments to the United Kingdom in spite of recent low prices there, because it was feared that under-shipment would result in permanent loss of some of the U. S. allocation. It is believed that the British government will maintain its quota system on pork imports during 1937 in spite of the breakdown of the pigs marketing scheme.

### U. S. MEATS TO CANADA

	Dec., 1936, lbs.	12 mos., 1936, lbs.	12 mos., 1935, lbs.
Beef .....	2,423	83,741	22,571
Bacon and ham.....	2,258	58,185	16,381
Pork .....	59,270	2,818,360	413,895
Mutton and lamb.....	747	11,933	7,664
Canned meats .....	6,301	153,190	54,712
Lard .....		1,198	2,701
Lard compound .....	110,230	344,530	60,739

### MEAT AND LARD STOCKS

Storage stocks on February 1 for the country as a whole show an increase over those a month earlier, as was indicated by the stocks at the seven principal markets reported earlier in the month. When compared with the five-year-average on January 1, frozen stocks are nearly double, dry salt stocks are less and stocks of pickled meats are about 20 million pounds less. Lard stocks are nearly double.

Less pork went into dry salt cure during January than in the same month a year ago, but more into the freezer and in pickle cure. Only about half as much pork went into the freezer in January as in December and about 15 million pounds less into cure.

Stocks on February 1, 1937, with comparisons, are reported as follows by the U. S. Bureau of Agricultural Economics.

#### STORAGE STOCKS.

	Feb. 1, '37.	Jan. 1, '37.	5-Year Av. Feb. 1—lbs.
Beef, frozen.....	148,180,000	159,493,000	59,899,000
In cure.....	25,374,000	27,111,000	13,653,000
Cured .....	7,201,000	7,156,000	5,513,000
Pork, frozen.....	322,765,000	285,786,000	166,952,000
D.S. in cure.....	44,109,000	39,794,000	47,269,000
D.S. cured.....	32,101,000	28,718,000	41,812,000
S.P. in cure.....	210,093,000	201,588,000	215,544,000
S.P. cured.....	130,098,000	113,205,000	145,155,000
Lamb and Mutton, frozen .....	10,486,000	10,228,000	2,960,000
Frozen & Cured Trim'ms, etc. ....	131,709,000	132,101,000	75,334,000
Lard .....	182,319,000	145,809,000	97,039,000
Product placed in cure during:		Jan. 1937.	Jan. 1936.
Beef frozen .....		20,912,000	16,867,000
Beef placed in cure.....		5,418,000	5,494,000
Pork frozen.....		81,980,000	64,096,000
D.S. pork placed in cure.....		34,997,000	47,852,000
S.P. pork placed in cure.....		141,014,000	129,939,000
Lamb & Mutton frozen.....		1,665,000	603,000

### NOVEMBER LARD MOVEMENT

Estimated production and consumption of lard from federally inspected slaughter during November, 1936, with comparisons:

	Nov., 1936.	Oct., 1936.	Nov., 1935.
Production, M lbs.....	103,020	80,568	58,072
Storage beginning of month, M lbs. ....	94,748	101,796	40,702
Storage end of month, M lbs. ....	108,765	94,748	37,906
Exports (refined and neutral), M lbs.....	9,663	10,536	7,988
Apparent consumption, M lbs. ....	79,340	77,080	52,890
Per-capita consumption, lbs. ....	0.62	0.60	0.41

### CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for the week ended February 6, 1937, were as follows:

	Week Feb. 6.	Prev. week.	Same week '36.
Cured meats, lbs.....	13,056,000	12,801,000	10,036,000
Fresh meats, lbs.....	45,392,000	49,496,000	47,049,000
Lard, lbs.....	1,978,000	1,771,000	1,758,000

Week Ending February 13, 1937



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FINER QUALITY**

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**WEST CARROLLTON PARCHMENT CO.  
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## Hog Cut-Out Results

LITTLE change in average live hog prices were evident for the first four days of this week and with product values in about the same average relationship, cut-out values showed some improvement. This was attributable to the larger hog runs and the consequent a reduction in the handling animals.

Each day of the period more hogs arrived than had been expected. This was a depressing factor as fresh pork prices worked somewhat lower from day to day. As a result, hogs declined from the high opening day of the period and closed about 25c lower compared with last Friday's prices.

Choice hogs averaging 190 lbs. and up showed little change in price but the supply of half finished hogs is increasing and it was this class that carried the bulk of the decline. Heavy hogs were scarce. Bulk of 180 to 225 lb. hogs moved at the close of the period at \$10.20 to \$10.30 with the week's extreme top at \$10.40. Heavy hogs sold close to the top. Sows were scarce, good kinds selling at prices ranging up to \$9.85.

The test on this page is worked out on the basis of Chicago costs and values with representative handling expense and by-product credits as applying to the local market. Packers should substitute their own costs and credits for those shown. It is desirable that the packer know every day how his hogs cut out.

## BRITISH PROVISION IMPORTS

Liverpool Provision Trade Association has reported imports during January:

Bacon (including shoulders), cwts.	39,935
Hams, cwts.	30,185
Lard, tons	752

Approximate weekly consumption ex Liverpool stocks is given below:

	Bacon, cwts.	Hams, cwts.	Lard, tons.
January, 1937	9,187	7,180	136
December, 1936	7,955	7,343	146
January, 1936	4,871	5,770	161

## MEAT EXPORTS AND IMPORTS

Nearly 50,000,000 lbs. more meat was imported into the United States during the calendar year 1936 than was exported. The 1936 imports were nearly 40,000,000 lbs. higher than those for 1935. Lard exports during 1936 exceeded those of the previous year by some 15,000,000 lbs.

Pork meats imported were nearly four times larger than the small import of 1935. However, pork exports, exclusive of lard, exceeded pork imports by more than 26,000,000 lbs. Canned beef accounted in large part for the excess of meat imports over meat exports.

Imports and exports of meat and lard during December, 1936 and for the 12 months of 1936 compared with the year 1935 are reported by the U. S. De-

partment of Agriculture as follows:

	IMPORTS.		
	Dec., 1936.	Jan.-Dec., 1936.	Jan.-Dec., 1935.
	lbs.	lbs.	lbs.
Beef, fresh	205,286	8,977,277	8,584,114
Veal, fresh	7,842	104,186	172,598
Beef and veal, pickled, cured	180,480	2,181,183	1,472,071
Beef, canned	1,763,745	87,764,854	76,262,625
Total beef and veal	2,157,353	94,027,002	86,491,308
Pork, fresh	1,896,352	12,944,846	3,922,000
Hams, shoulders, bacon	3,563,396	26,087,850	5,297,335
Pork, pickled, salted, other	333,779	2,810,315	1,273,915
Total pork	5,793,527	41,843,011	10,493,859
Total beef, veal, pork	7,950,880	135,870,013	96,985,167

EXPORTS.			
Beef, veal, fresh	285,909	4,144,101	4,837,891
Beef, cured	418,634	8,219,702	5,661,530
canned	255,538	2,028,551	2,109,881
Total beef, veal	960,081	14,392,354	12,609,302
Pork:			
Fresh, carcasses	1,415	152,442	78,950
Fresh, loins, other	228,414	2,584,792	10,129,248
Cumberland, Wiltshires	16,858	467,443	443,398
Hams, shoulders	2,367,048	41,971,113	55,379,763
Bacon	236,589	4,065,083	5,867,907
Pickled	383,077	10,721,076	8,275,700
Canned	921,340	7,936,926	8,505,166
Total pork	4,144,741	67,928,875	88,680,132
Sausage	263,293	2,556,189	2,559,085
Ingredients	202,867	2,116,677	2,250,974
Total all meats	5,570,982	88,794,095	106,100,693
Lard	9,472,871	112,168,494	97,359,436

## MEAT AND LARD EXPORTS

Exports of pork, bacon and lard through port of New York during week ended February 11, 1937, totaled 206,480 lbs. lard, 162,500 lbs. bacon.

Watch Classified page for good men.

## HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	Per cent live wt.	Price per lb.	Value per cwt. alive	Per cent live wt.	Price per lb.	Value per cwt. alive	Per cent live wt.	Price per lb.	Value per cwt. alive
180-220 lbs.				220-260 lbs.			260-300 lbs.		
Regular hams	14.00	18.1	\$ 2.53	13.70	17.9	\$ 2.45	13.40	17.6	\$ 2.36
Picnics	5.70	12.4	.71	5.40	12.3	.66	5.10	12.3	.63
Boston butts	4.00	17.0	.68	4.00	17.0	.68	4.00	17.0	.68
Loins (blade in)	9.80	17.3	1.70	9.50	16.3	1.55	9.00	15.6	1.40
Bellies, S. P.	11.00	18.3	2.01	9.70	17.9	1.74	4.00	17.6	.70
Bellies, D. S.	.....	.....	.....	2.00	14.9	.30	9.40	14.8	1.39
Fat backs	1.00	9.3	.09	3.00	9.8	.29	5.00	10.8	.54
Plates and jowls	2.50	9.8	.25	2.50	9.8	.25	3.00	9.8	.29
Raw leaf	2.10	11.2	.24	2.20	11.2	.25	2.10	11.2	.24
P. S. lard, rend, wt.	11.80	12.0	1.42	11.60	12.0	1.39	10.70	12.0	1.28
Spareribs	1.60	12.3	.20	1.60	12.3	.20	1.50	12.3	.18
Trimnings	3.00	11.8	.35	2.80	11.8	.33	2.70	11.8	.32
Feet, tails, neckbones	2.00	.....	.08	2.00	.....	.08	2.00	.....	.08
Offal and misc.	.....	.....	.42	.....	.....	.42	.....	.....	.42
TOTAL YIELD AND VALUE	68.50		\$10.68	70.00		\$10.59	71.00		\$10.51
Cost of hogs per cwt.		\$10.22			\$10.22			\$10.19	
Condemnation loss		.05			.05			.05	
Handling & overhead		.55			.50			.48	
TOTAL COST PER CWT ALIVE		\$10.82			\$10.77			\$10.72	
TOTAL VALUE		10.68			10.59			10.51	
Loss per cwt.		.14			.18			.21	
Loss per hog		.28			.43			.59	

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# CHICAGO PROVISION MARKETS

Reported by The National Provisioner Daily Market Service

## CASH PRICES

Based on actual carlot trading Thursday,  
February 11, 1937.

### REGULAR HAMS.

	Green.
8-10	19 1/4
10-12	18 1/4
12-14	18 1/4
14-16	18 1/4
16-18	18 1/4
18-20	18 1/4
20-22	18 1/4
22-24	18 1/4
24-26	18 1/4
26-28	18 1/4
28-30	18 1/4
30 and up	18 1/4

### BOILING HAMS.

	Green.
16-18	18
18-20	18
20-22	18
22-24	18
24-26	18
26-28	18
28-30	18
30 and up	18

### SKINNED HAMS.

	Green.
10-12	20
12-14	20
14-16	19 1/4
16-18	19 1/4
18-20	19 1/4
20-22	19 1/4
22-24	17 1/4
24-26	16 1/4
26-28	16 1/4
28-30	16 1/4
30 and up	16 1/4

### PICNICS.

	Green.
4-6	12 1/4
6-8	12 1/4
8-10	12 1/4
10-12	12 1/4
12-14	12 1/4
14-16	12 1/4
16-18	12 1/4
18-20	12 1/4
20-22	12 1/4
22-24	12 1/4
24-26	12 1/4
26-28	12 1/4
28-30	12 1/4
30 and up	12 1/4

### BELLIES.

(Square cut seedless)  
(S. P. 1/4c under D. C.)

	Green.
8-10	18 1/4 @ 18 1/2
10-12	18 1/4
12-14	18 1/4
14-16	18 1/4
16-18	18 1/4
18-20	18 1/4
20-22	18 1/4
22-24	18 1/4
24-26	18 1/4
26-28	18 1/4
28-30	18 1/4
30 and up	18 1/4

\*Quotations represent No. 1 new cure.

### D. S. BELLIES.

	Clear.
14-16	16 1/4
16-18	16 1/4
18-20	16 1/4
20-22	16 1/4
22-24	16 1/4
24-26	16 1/4
26-28	16 1/4
28-30	16 1/4
30-35	16 1/4
35-40	16 1/4
40-50	16 1/4

### D. S. FAT BACKS.

6-8	10 1/4
8-10	10 1/4
10-12	11
12-14	11 1/4
14-16	12
16-18	12 1/4
18-20	13 1/4
20-25	14

### OTHER D. S. MEATS.

Extra Short Cans.	35-45
Extra Short Ribs.	35-45
Regular Plates	6-8
Clear Plates	4-6
Jowl Butts	10 1/4
Green Square Jowls	12 1/4
Green Rough Jowls	10 1/4

### LARD.

Prime Steam, cash.	12.52 1/2b
Prime Steam, loose.	11.92 1/2b
Refined, boxed, N. Y.—Export	unquoted
Neutral, in tierces.	13.50n
Raw Leaf	11.50n

## FUTURE PRICES

SATURDAY, FEBRUARY 6, 1937.

	Open.	High.	Low.	Close.
LARD—				
Mar. ... 13.00	13.00	12.95	12.95b	
May ... 13.10	13.22 1/2	13.02 1/2	13.20ax	
June ... 13.30	13.40	13.20	13.30a	
July ... 13.30	13.40	13.20	13.40	
Sept. ... 13.50-42 1/2	13.65	13.42 1/2	13.62 1/2ax	

### CLEAR BELLIES—

May ... 16.72 1/2	16.77 1/2
July ... 16.72 1/2	16.77 1/2

MONDAY, FEBRUARY 8, 1937.

LARD—	
Mar. ... 13.02 1/2	13.02 1/2b
May ... 13.20-25	13.25
June ... 13.30	13.25b
July ... 13.42 1/2-45	13.47 1/2
Sept. ... 13.65	13.70

### CLEAR BELLIES—

May ... 16.40	16.40ax
July ... 16.80	16.80

TUESDAY, FEBRUARY 9, 1937.

LARD—	
Mar. ... 13.15-17 1/2	13.17 1/2
May ... 13.37 1/2	13.37 1/2b
June ... 13.37 1/2	13.35
July ... 13.60	13.55
Sept. ... 13.60	13.55

### CLEAR BELLIES—

May ... 16.70	16.70
July ... 16.70	16.70

WEDNESDAY, FEBRUARY 10, 1937.

LARD—	
Mar. ... 12.87 1/2	12.87 1/2
May ... 13.10-05	13.10
June ... 13.32 1/2	13.32 1/2
July ... 13.32 1/2	13.32 1/2
Sept. ... 13.62 1/2	13.62 1/2

### CLEAR BELLIES—

May ... 16.35	16.35
July ... 16.65	16.65ax

THURSDAY, FEBRUARY 11, 1937.

LARD—	
Mar. ... 12.60	12.62 1/2
May ... 13.00	13.00
June ... 13.22 1/2	13.22 1/2
July ... 13.45	13.45
Sept. ... 13.45	13.45

### CLEAR BELLIES—

May ... 16.30	16.30ax
July ... 16.65	16.65ax

FRIDAY, FEBRUARY 12, 1937.

Holiday, No Market.

Key: ax, asked; b, bid; n, nominal; —, split.

## FAT MARKETS IN FRANCE

(Special Report to The National Provisioner from  
Emmanuel Welding & A. Bloch, 12 Rue La-  
martine, Paris.)

Paris, January 31, 1937.

LARD.—Market situation unchanged.  
Good demand at about 800 francs per  
100 kilos, with very few sellers.

TALLOW.—Paris official quotation  
went up from 340 francs per 100 kilos  
at the end of December to 380 towards  
middle of January and 365 at the end.  
Fine toilet soapmaking tallow 385 per  
100 kilos, and edible grades 410 francs  
per 100 kilos.

VEGETABLE OILS.—Prices de-  
clined during the month. Quotation at  
close of period for soapmaking grade  
groundnut oil 395 francs per 100 kilos  
naked. Edible 460 to 490. Copra oil  
370 francs per 100 kilos.

## PORK PRODUCTS EXPORTS

	Week ended Feb. 6, 1937.	Week ended Feb. 8, 1936.	Nov. 1 1936 to Feb. 6, 1937.
PORK.			
To	bbls.	bbls.	bbls.
United Kingdom	4,076	2,580	39,787
Continent	.....	.....	206
West Indies	.....	.....	.....
Total	.....	.....	215

### BACON AND HAM.

	M lbs.	M lbs.	M lbs.
United Kingdom	4,076	2,580	39,787
Continent	.....	.....	72
Stn. and Ctl. America	.....	.....	322
West Indies	.....	.....	118
B. N. A. Colonies	.....	.....	.....
Other Countries	.....	.....	1
Total	4,083	2,584	39,978

### LARD.

	M lbs.	M lbs.	M lbs.
United Kingdom	1,611	1,659	30,218
Continent	.....	.....	1,219
Stn. and Ctl. America	.....	.....	822
West Indies	.....	.....	1,514
B. N. A. Colonies	.....	.....	.....
Other Countries	.....	.....	1
Total	1,698	1,660	33,209

### TOTAL EXPORTS BY PORTS.

	Pork, bbls.	Bacon and Ham, M lbs.	Lard, M lbs.
From			
New York	.....	368	377
New Orleans	.....	.....	84
W. St. John	.....	3,029	904
Halifax	.....	685	33
Total week	.....	4,083	1,898
Previous week	.....	3,553	1,834
2 weeks ago	10	3,646	1,445
Cor. week 1936	.....	2,584	1,660

SUMMARY NOV. 1, 1936 TO FEB. 6, 1937.

	1936-'37.	1935-'36.	Increase.	De- crease.
Pork, M lbs.	43	93	.....	49
Bacon and Ham	.....	.....	.....	.....
M lbs.	39,978	27,808	12,170	.....
Lard, M lbs.	33,269	26,988	6,281	.....

## MEAT IMPORTS AT NEW YORK

For week ended February 6, 1937:

Point of origin.	Commodity.	Amount Lbs.
Argentina—Canned corned beef	.....	248,018
—Beef extract (tins)	.....	2,240
—S. P. pork bellies	.....	25,060
—Cooked hams	.....	15,890
—D. S. pork bellies	.....	33,371
Canada—Smoked bacon	.....	6,243
—Fresh chilled pork	.....	1,548
—Pork sausage	.....	1,041
—S. P. hams	.....	15,900
—Smoked pork butts	.....	0,130
—Frozen livers	.....	504
Denmark—Cooked hams	.....	14,328
Estonia—Cooked hams	.....	47,640
Germany—Smoked sausage	.....	1,425
Hungary—Cooked hams	.....	26,521
—Smoked sausage	.....	2,205
Holland—Cooked hams	.....	15,513
—S. P. hams	.....	265
—Smoked ham	.....	5,800
—Prepared meat (tins)	.....	150
Irish Free State—Smoked bacon	.....	3,026
Italy—Smoked sausage	.....	8,247
Lithuania—Fr. frozen pork cuts	.....	75,019
—Cooked hams	.....	8,904
—Smoked bacon	.....	573
Poland—Smoked bacon	.....	24,405
—S. P. hams	.....	98,904
—Cooked sausage (tins)	.....	4,877
—Cooked hams	.....	550,923
—Luncheon meat (tins)	.....	16,920
—Cooked pork loins	.....	10,943
Uruguay—S. P. pork cuts	.....	16,753
—Canned corned beef	.....	76,500

## CANADIAN BEEF BRANDED

Sales of branded beef in Canada dur-  
ing December, 1936, totaled 4,066,816  
lbs.; those for the same month in 1935  
being 2,677,165 lbs. Sales of the first  
or red brand amounted to 1,637,686 lbs.;  
those of the second or blue brand,

## WATCH YOUR KILLING FATS

It is important that killing fats  
should go directly to the rendering ket-  
tle. "PORK PACKING." The National  
Provisioner's pork plant book, explains  
why and gives many other important  
details of lard rendering.

Week Ending February 13, 1937

Page 39





*The boss asked...*

**"GREATER CAPACITY?"**

"AND HOW!" replied the superintendent. "The Anderson Duo Expeller actually produces a greater amount of cracklings in any given time than any other type of equipment for the same purpose. This Expeller is designed to produce 800 to 1000 lbs. of pressed cracklings per hour, according to the type of material. We really need an Anderson Duo Expeller."

"Well," said the boss. "Send for an Anderson representative." And so—they bought an Anderson Duo Expeller.

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**ANDERSON DUO EXPELLER**



*The New*

**FRENCH COOKER**

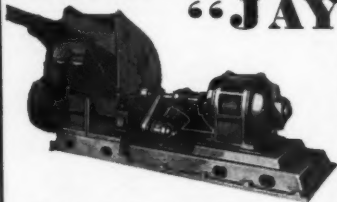
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IT OUTLASTS OTHER TYPES  
REDUCES ODORS  
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EFFICIENTLY  
OPERATES MORE EASILY  
IS STURDILY BUILT

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Piqua Ohio



**"JAY BEE"**

Grinds meat scrap, fish scrap, tankage, cracklings, dried bone, fertilizer ingredients, etc., at a lower cost per ton than any other grinding equipment.

All Steel Construction. Practically indestructible. Delivers finely finished, uniform product in one continuous operation without use of cage mills, screens or elevators. Sizes: 12 h.p. to 100 h.p. Handles to 12% grease—25% moisture. Capacities to four tons an hour.

*Write for grinding facts, prices, terms, etc.*

**J. B. SEDBERRY, INC., Dept. 96, Franklin, Tenn.**

2,429,130 lbs. For the 12 months of 1936 there were branded 45,226,775 lbs. compared with 39,763,306 lbs. in 1935.

There was very little trading reported in tankage. Two cars of ground material were sold at \$4.15 and 10c. There were no sales reported of blood this week.

Due to the mild winter in this section, deliveries of mixed fertilizer are considerably ahead of last year.

#### EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, February 10, 1937.

Japanese fish meal was sold at \$55.00 this week, and supplies are scarce, with very little material being offered. There is practically no spot Menhaden fish scrap available at Chesapeake Bay.

The market has been very dull in cracklings with little interest being shown.

#### FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports: Feb., 1937, to June, 1937.....	\$	@27.00
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York.....	nominal	
Blood, dried, 16% per unit.....	@	4.00

Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory.....	4.25 & 10c
Fish meal, foreign, 11½% ammonia, 10% B. P. L., c.i.f.....	@55.00
Fish scrap, acidulated, 8% ammonia, 3% A.P.A., f.o.b. fish factories....	3.75 & 5c
Soda nitrate, per net ton; bulk, Feb., 1937, to June, 1937, inclusive.....	@25.50
in 200-lb. bags.....	@26.80
in 100-lb. bags.....	@27.50
Tankage, ground, 10% ammonia, 15% B. P. L. bulk.....	4.25 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk.....	4.00 & 10c

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c. i. f.....	@26.00
Bone meal, raw, 4½ and 50 bags, per ton, c. i. f.....	@36.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat.....	@ 8.25

Dry Rendered Tankage.

50% unground.....	@ 95
60% unground.....	@ 1.00

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Broker

Offerings Wanted of:

Tankage, Blood, Bones, Cracklings, Hoofs  
405 Lexington Ave. New York City

# TALLOW AND GREASES ★

## WEEKLY MARKET REVIEW

**TALLOW.**—A strong but rather confused situation prevailed in the tallow market at New York during the past week. While the last local business in extra was reported at 8½c, delivered, there were sales of outside production tallow at 9¼c, delivered. The latter business created many rumors as to the New York market but producing and consuming circles said that nothing had been done about the 8½c level.

Nevertheless, the market was tight. There was no quantity of tallow on the market and it was apparent that higher prices might readily follow if consumers came in for supplies. Reports of sales at 9¼c at Chicago helped to firm up the New York market.

According to reports, South American tallow was offered at New York at 6¼c, c.i.f. Local advices were that Germany was paying equal to 6.40c for Argentine inedible tallow. This accounted for the premium of 1s for Argentine tallow over Australian.

At New York, special was quoted at 8½@8¾c; extra, 8½@9c, delivered and edible, 10@10¼c nominal.

At Chicago, the tallow market gradually worked higher. Demand appears to be almost exclusively from dealers and this activity has created more interest on consuming side. Edible was quoted at 10c; fancy, 9¾c; prime packer, 9¼c; special, 9c, and No. 1, 8¾c.

Tallow futures on the New York Produce Exchange were rather quiet but strong. Prices advanced 50 to 60 points, May covering a range of 9.13 to 9.40 while June sold at 9.65.

At Liverpool, Feb.-Mar. Argentine beef tallow was quoted at 28s 6d, off 1s 6d for the week. Australian good mixed at Liverpool was quoted at 27s 6d, a drop of 1s 6d on the week. There was no London tallow auction this week.

**STEARINE.**—The market was moderately active and about steady at New York with the last business in oleo at 10¼c and the market quoted at that level.

At Chicago the market was moderately active and steady with prime oleo quoted at 11c.

**OLEO OIL.**—Demand was routine and the market without notable change at New York this week. Extra was priced at 13@13½c; prime, 12½@13c, and lower grades, 12@12½c.

At Chicago, trade was quiet with the market steady and unchanged with extra quoted at 13c.

(See page 44 for later markets.)

**LARD OIL.**—Demand was routine at New York and the market was quotably unchanged with No. 1 barrels at 12¾c; No. 2, 12½c; extra, 13½c; extra No. 1,

13c; prime, 16¾c, and winter strained, 13¾c.

**NEATSFOOT OIL.**—Demand was fair and the market about unchanged at New York with cold test quoted at 17½c; extra, 13¼c; No. 1, 13c; pure, 14¼c, and special, 13¾c.

**GREASES.**—Business has been passing in yellow and house grease in New York during the past week at 8½c, or ¼c better than the previous week. Strength in tallow has brought some improvement in consumer demand. Offerings did not appear large but buying was not on an urgent scale. Producers were reported in a more or less comfortably sold up position. It was believed that consumers would shortly be in need of supplies. The action in tallow is expected to determine the trend in greases.

At New York, choice white grease was quoted at 10½c; A white, 9c; B white, 8½@9¼c, and yellow and house, 8½@8¾c.

At Chicago, greases were gradually working higher. Inquiries were fair and offerings moderate. Yellow grease sold on Thursday at 8½c, Chicago; more wanted same basis. Brown grease sold in drums at 8¼c, and 8½c in tanks. Several cars yellow and two cars B white sold at market on Thursday. Choice white grease was priced at 9½@9¾c; A white, 9¼c; B white, 9c; yellow, 8¾c, and brown, 8½c.

uct from selected stock sold late in week at \$1.02½. Buyers claim offerings declined at 90c.

Hard pressed and exp. unground per unit protein	.....\$ .90@ .05
Soft prod. pork, ac. grease & quality, ton	.....@65.00
Soft prod. beef, ac. grease & quality, ton	.....@55.00

### Bone Meals (Fertilizer Grades).

Market unchanged and quiet.

	Per ton.
Steam, ground, 3 & 50	.....\$ @20.00
Steam ground, 2 & 25	.....19.00@20.00

### Gelatine and Glue Stocks.

Gelatine and glue stock market steady with good demand for hide and calf-skin trimmings.

	Per ton.
Calf trimmings	.....\$ @35.00
Pickled sheep trimmings	.....@27.50
Sinews, pizzies	.....@28.00
Cattle jaws, skulls and knuckles	.....30.00@31.00
Hide trimmings	.....@25.00
Pig skin scraps and trim, per lb., l.c.l.	.....@5-

### Fertilizer Materials.

Market nominal. Prices quoted f.o.b. Chicago.

High grd. tankage, ground, 10@11% am.	.....\$ @3.75 & 10c & n
Bone tankage, ungrd., low gr., per ton	.....@20.00
Hoof meal	.....@ 3.40

### Animal Hair.

Good demand for hair at quoted prices.

Coil and field dried hog hair	.....2½@4c
Processed, black winter, per lb.	.....6 @9c
Cattle switches, each*	.....1½@2½c

\*According to count.

### Horns, Bones and Hoofs.

Fertilizer hoofs and horns, house run continue in good demand. Good outlet for junk bones.

	Per ton.
Horns, according to grade	.....\$45.00@75.00
Cattle hoofs	.....35.00@37.50
Junk bones	.....20.00@25.00

(Note—foregoing prices are for mixed carloads of unassorted materials indicated above.)

## BY-PRODUCTS MARKETS

### Blood.

Chicago, Feb. 11, 1937.

Blood market quiet and nominal. South American \$4.00, f.o.b. Chicago, bulk basis.

	Unit
	Ammonia.
Unground	.....\$ @4.10n

### Digester Feed Tankage Materials.

Sales high grade 10 to 12 ammonia at \$4.25@4.35 & 10c, Chicago basis. Sellers' ideas higher.

Unground, 10 to 12% ammonia	.....\$4.25@4.30 & 10c
Unground, 8 to 10%, first quality	.....@4.75 & 10c
Liquid stick	.....@2.50

### Packhouse Feeds.

Market fairly active at quoted prices.

Digester tankage meat meal, 60%....	.....\$ @62.50
Meat and bone scraps, 50%.....	.....@60.00
Steam bone meal, 65%, special feeding, per ton	.....@30.00
Raw bone meal for feeding	.....@37.50

### Dry Rendered Tankage.

Crackling market shows considerable variation, depending on quality. Prod-

## BY-PRODUCT PRICE ANNUAL

Annual statistical report of the Davidson Commission Co., Chicago brokers, covers high and low prices at Chicago for the years 1926 to 1936, inclusive, of prime steam lard; cotton seed oil, corn oil and oleo stearine; edible, prime and No. 1 tallow; A white, yellow and brown grease; No. 2 packers tallow, white grease stearine and yellow grease stearine; soy bean oil for each month of the past three years and coconut oil for the same period, prices of the latter being f.o.b. Pacific coast. The statistical summary also includes high and low monthly prices of dry salt bellies at Chicago as well as the monthly high and low for high grade ground feed stock and

fertilizer materials for the 10-year period.

Some of the factors governing improved prices for these products in 1936 are cited by the company as the elimination of foreign fats and oils by enactment of an excise tax on imports; high price of glycerine due to foreign demand; apparent world shortage of fats; drought; recovery of business; return of confidence.

The booklet is available for free distribution as long as the supply lasts on application to the company at 327 So. La Salle St., Chicago.

## TALLOW FUTURE TRADING

Tallow transactions at New York during week ended February 11.

SATURDAY, FEBRUARY 6, 1937.				
	High.	Low.	Close.	
Feb. ....			8.60	
Mar. ....			8.65@9.05	
April ....			8.70	
May ....			8.95@9.25	
June ....	9.15	9.15	9.05@9.30	
July ....			9.05@9.35	

MONDAY, FEBRUARY 8, 1937.				
Feb. ....			8.60	
Mar. ....			8.75@9.05	
April ....			8.80	
May ....			8.90@9.25	
June ....			9.00@9.30	
July ....			9.05@9.30	

TUESDAY, FEBRUARY 9, 1937.				
Feb. ....			8.71	
Mar. ....			8.90@9.15	
April ....			8.90	
May ....	9.15	9.15	9.15@9.34	
June ....	9.25	9.25	9.25@9.40	
July ....			9.30@9.45	

WEDNESDAY, FEBRUARY 10, 1937.				
Feb. ....			8.90	
Mar. ....			9.05@9.40	
April ....			9.10	
May ....	9.50	9.50	9.50	
June ....	9.65	9.65	9.65	
July ....			9.50@9.70	

THURSDAY, FEBRUARY 11, 1937.				
Feb. ....			8.90	
Mar. ....			9.05@9.40	
April ....			9.10	
May ....			9.40@9.60	
June ....			9.50@9.70	
July ....			9.55@9.75	

FRIDAY, FEBRUARY 12, 1937.  
HOLIDAY. NO MARKET.

†Nominal. \*Bld.

See Classified page for good men.

## PACKINGHOUSE BY-PRODUCT YIELDS

Estimated yield and production of by-products from slaughter under federal inspection, December, 1936, with comparisons:

	Average wt. per animal.		Per cent of live weight.		Production—				
	Dec. 1, 1935 to Nov. 30, 1936.	Dec., 1936.	Dec. 1, 1935 to Nov. 30, 1936.	Dec., 1936.	Dec. 1, 1935 to Nov. 30, 1936.	Dec., 5-yr. average 1931-35.	Dec., 1936.	Dec., 1936.	Percent Dec., 1936 is of average
	Lbs.	Lbs.	Pct.	Pct.	M lbs.	M lbs.	M lbs.	M lbs.	Pct.
Edible beef fat <sup>1</sup> .....	31.60	30.47	3.43	3.33	342,196	24,392	25,808	29,852	122.38
Edible beef offal.....	35.09	35.05	3.87	3.89	385,853	23,118	31,815	34,927	151.08
Cattle hides.....	61.84	62.56	6.71	6.83	673,336	46,918	55,877	61,737	131.58
Edible calf fat <sup>1</sup> .....	1.39	1.65	0.72	0.79	8,364	578	747	812	140.48
Edible calf offal.....	7.48	8.18	3.86	3.93	44,970	2,758	3,610	4,023	145.87
Lard <sup>2</sup> .....	27.69	25.36	12.18	11.77	947,758	134,450	74,009	118,420	88.08
Edible hog offal.....	8.27	7.72	3.64	3.58	282,842	28,646	23,714	36,049	125.84
Pork trimmings.....	16.13	14.49	7.08	6.73	549,776	59,225	42,496	67,662	114.23
Inedible hog grease <sup>3</sup> .....	2.29	2.15	1.05	1.00	82,321	10,743	8,900	10,064	98.08
Edible sheep fat <sup>1</sup> .....	1.70	1.82	2.01	2.06	28,768	2,379	2,468	2,857	120.09
Edible sheep offal.....	2.31	2.39	2.73	2.71	39,195	2,942	3,278	3,752	127.53

<sup>1</sup>Unrendered. <sup>2</sup>Rendered.

## SOAP INDUSTRY PRODUCTION

A picture of the soap industry in the United States, important outlet for meat packing by-products, is given in statistics recently released by the U. S. Bureau of the Census. The 238 establishments operating in 1935 made soap with a value of \$211,000,100. The industry employed 13,911 persons with wages of \$15,339,000 and paid \$139,423,000 for its materials, containers, fuel and purchased energy. Total value of all products in 1935 was \$239,152,100 compared with \$200,128,000 during the 12 months of the previous year.

Production of various soap industry goods in 1935 was as follows: bar toilet soap, 362,902,000 lbs.; bar laundry soap, 1,133,652,000 lbs.; granulated and powder soap, 502,123,000 lbs.; chips and flakes, 458,935,000 lbs.; washing powders, 214,563,000 lbs.; cleansers and scouring powders, 205,767,000 lbs.; hand pastes, 13,580,000 lbs.; textile soap, 67,521,000 lbs.; potash soap other than textile, 20,524,000 lbs.; liquid soap, 18,818,000 lbs.; soap stock or soap base, 3,665,000 lbs.

## TALLOW AND GREASES

(Loose, basis Chicago.)

	Per lb.
Edible tallow.....	@10
Prime packers' tallow.....	@ 9 1/2
No. 1 tallow, 10% f.f.a.....	@ 8 1/2
Special tallow.....	@ 9
Choice white grease.....	9 1/2 @ 9 1/2
A-White grease, 4 acid.....	@ 9 1/2
B-White grease, maximum 5% acid.....	@ 9
Yellow grease, 16-20 f.f.a.....	@ 8 1/2
Brown grease, f.f.a.....	@ 8 1/2

## ANIMAL OILS

(Basis Chicago.)

	Per lb.
Prime edible.....	16 1/2
Prime inedible.....	14
Headlight.....	14
Prime W. S.....	13 1/2
Extra W. S.....	13 1/2
Extra lard oil.....	12 1/2
Extra No. 1.....	12 1/2
No. 1 lard oil.....	12 1/2
No. 2 lard oil.....	11 1/2
Acidless tallow.....	12
20" neatfoot.....	17
Pure neatfoot.....	13 1/2
Spec. neatfoot.....	12 1/2
Extra neatfoot.....	12 1/2
No. 1 neatfoot.....	12 1/2

Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels, f.o.b. Chicago.

## STATE MARGARINE BILLS

Bills imposing various taxes and restrictions on the manufacture and sale of oleomargarine have been introduced in a number of state legislatures. The current season's crop of proposed laws is as follows:

**ARIZONA**—A bill to prohibit the use of butter substitutes in public institutions.

**COLORADO**—A bill to regulate the distribution of oleomargarine. This has been introduced by title only, as permitted in Colorado; the contents of the bill are as yet unknown.

**INDIANA**—A bill to prohibit the use of butter substitutes in public institutions and making the purchase of butter mandatory by the same institutions.

**MICHIGAN**—A bill imposing a tax of 5 cents per lb. on margarine.

**MINNESOTA**—A bill imposing a tax of 15 cents per lb. on margarine; a license fee of \$1,000 per year on manufacturers; \$500 per year on wholesalers, and \$25 per year on retailers.

**OKLAHOMA**—A bill levying an excise tax on luxuries, which includes a 10 per cent excise tax on oleomargarine.

**PENNSYLVANIA**—A bill levying an excise tax of 5 cents per lb. on oleomargarine and imposing an annual license fee of \$1 on dealers in margarine.

**UTAH**—A bill to reduce the license fee for dealers in margarine to \$2 per year. The present fee for retail dealers in margarine is \$5 per year.

## GERMANY DISCOURAGES FATS

Although Germany has been rationing the distribution of margarine, butter, lard and other fats since January 1, further steps are being taken to discourage consumption. With margarine supplies growing smaller, consumers have been advised to eat butter. However, few can afford to pay for this spread. Retailers of fats are registering their customers who can purchase only in stores where registered. Bakers will make pastries cooked in fat only twice a week after February 9, in order to save fats, it was officially announced recently.

## BRAZILIAN COTTON OIL

Cottonseed oil production in the state of Sao Paulo, Brazil, will amount to about 45,000 tons for 1936, having increased from 8,000 tons in 1931. The American market has furnished the main outlet for the increased output. During 1935 the United States took 70 per cent of the 8,000 tons exported and during the first 9 months of 1936 about 95 per cent of the 12,000 tons exported. Practically all of the oil is refined by the kettle method. Soap stock resulting from refining is used by the Brazilian soap industry.



# VEGETABLE OILS ★

## WEEKLY MARKET REVIEW

**OPERATIONS** in cotton oil futures were on a more moderate scale during the past week and prices backed and filled to recover part of the previous week's losses. Prices developed a weak tendency again at mid-week this week as a result of easiness in the Western lard market. The latter brought about commission house selling and liquidation while local traders pressed the oil market and ultimately uncovered stop loss orders.

At no time was there any pressure on the market from actual oils, although continued quietness in cash oil demand was somewhat disturbing to speculative longs. There was more of a disposition to stress the fact that no scarcity of oil is in sight for the balance of the season. Present indications point to a carryover as big as a year ago unless consumptive demand enlarges materially during the balance of the season.

Prospect of larger importations of foreign oils, as a result of settlement of the Pacific coast marine strike, was also bearish construed. A little foreign cotton oil has been received at the seaboard from time to time during the past few weeks and some observers are anticipating increased imports. This idea, however, is not entirely shared by the trade. Nevertheless, this situation commands close attention, as the statistical position might readily take a change for the worse with any large receipts.

### Expect Good January Report

The January consumption report is expected to make a favorable showing. Unless there is a broader demand during the balance of February, distribution during the current month is very apt to be small. Considerably less inflationary talk has been current in the commodity markets and to some extent cotton oil has been feeling the absence of such buying.

The piling up of lard supplies appears to have taken much of the edge off bullish sentiment in edible fats. The impression prevails that lard stocks will continue to increase during February. It is reported that foreigners have turned bearish on lard and have been selling futures, whereas a few weeks ago Europe was on the buying side of lard and oil.

There was some selling of oil against purchases of lard this week and some selling of oil against purchases of the late cotton futures. This spreading and back spreading, however, was less active. At the same time the trade was stressing the outlook for a larger cotton acreage in the new crop and was paying a little more attention to climatic conditions in the South, especially those pertaining to moisture.

Sentiment appeared less confident of

oil values in professional and speculative quarters and with a good-sized long interest in the market there may be further liquidation. An enlargement in consumer demand might readily change this situation. It was argued, however, that consumers are still fairly well stocked up and are not apt to take hold again in a large way while prices show a declining tendency.

The English oil market, especially cotton oil, showed little change during the week.

**COCOANUT OIL.**—The market was quiet but steady at New York with spot oil quoted at 8½c; March, 8½c; April, 8½c, and May forward at 8c.

**CORN OIL.**—The market at New York was nominally quoted at 10½c.

**SOYA BEAN OIL.**—Interest appeared limited at New York. Oil was quoted around 10c for future delivery.

**PALM OIL.**—There was some improvement in interest at New York and the market ruled very steady. Nigre for shipment was holding around 6½c and 12½ per cent soft oils at 5½c. Nearby Sumatra oil was quoted at 7½c and future delivery at 6c.

**PALM KERNEL OIL.**—The market was quiet at New York with June forward shipment quoted at 7¼@7½c.

**OLIVE OIL FOOTS.**—The market at New York on foots was called 11½c nominal. Italy has imposed a 3½c tax on foots; if barrels are taken at 11½c, cost with tax would be around 15c.

**PEANUT OIL.**—Demand was rather moderate at New York and the market was quoted at from 10¼ to 10½c.

**COTTONSEED OIL.**—Valley and Southeast crude on Wednesday were quoted at 10.00 paid and bid early, later

9.87½ bid; Texas 10.00 bid early, later 10.00 nominal, at common points, Dallas around 10.00 nominal.

Market transactions at New York:

### Friday, February 5, 1937

Sales.	Range		Closing Bid.	Asking.
	High.	Low.		
Feb. . . . .	1117	1116	1115 a	nom
Mar. . . . .	9	1117	1116 a	trad
April . . . . .	1118	1116	1115 a	nom
May . . . . .	20	1118	1115 a	1117
June . . . . .	37	1126	1122	1120 a nom
July . . . . .	37	1126	1122	1123 a trad
Aug. . . . .	40	1118	1113	1115 a nom
Sept. . . . .	40	1118	1113	1116 a trad

### Saturday, February 6, 1937

Feb. . . . .	13	1118	1114	1115 a nom
Mar. . . . .	9	1119	1115	1118 a trad
April . . . . .	18	1127	1121	1120 a nom
May . . . . .	9	1119	1114	1119 a trad
June . . . . .	18	1127	1121	1125 a 27tr
July . . . . .	9	1119	1114	1120 a nom
Aug. . . . .	9	1119	1114	1119 a trad
Sept. . . . .	9	1119	1114	1119 a trad

### Monday, February 8, 1937

Feb. . . . .	4	1124	1120	1120 a nom
Mar. . . . .	4	1124	1120	1122 a 1125
April . . . . .	25	1126	1122	1125 a nom
May . . . . .	19	1133	1129	1125 a trad
June . . . . .	19	1133	1129	1125 a nom
July . . . . .	37	1126	1121	1131 a 1133
Aug. . . . .	37	1126	1121	1125 a nom
Sept. . . . .	37	1126	1121	1125 a trad

### Tuesday, February 9, 1937

Feb. . . . .	5	1122	1120	1120 a nom
Mar. . . . .	5	1122	1120	1121 a 22tr
April . . . . .	14	1123	1120	1121 a nom
May . . . . .	14	1123	1120	1123 a 1125
June . . . . .	13	1130	1125	1125 a nom
July . . . . .	13	1130	1125	1128 a 1129
Aug. . . . .	9	1122	1118	1120 a nom
Sept. . . . .	9	1122	1118	1121 a 1123

### Wednesday, February 10, 1937

Feb. . . . .	48	1120	1107	1105 a nom
Mar. . . . .	48	1120	1107	1107 a 1109
April . . . . .	34	1120	1106	1110 a nom
May . . . . .	34	1120	1106	1106 a 1107
June . . . . .	69	1128	1111	1110 a nom
July . . . . .	69	1128	1111	1111 a 1113
Aug. . . . .	22	1119	1105	1110 a nom
Sept. . . . .	22	1119	1105	1105 a 1108

### Thursday, February 11, 1937

Mar. . . . .	1110	1108	1108 a trad
May . . . . .	1115	1105	1107 a trad
July . . . . .	1120	1110	1115 a trad
Sept. . . . .	1113	1104	1107 a nom

### Friday, February 12, 1937

Holiday, No Market.

### HULL OIL MARKETS

(Special Cable to The National Provisioner.)

Hull, England, February 9, 1937.—Refined cottonseed oil, 32s. Egyptian crude cottonseed oil, 29s.

## SOUTHERN MARKETS

### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., February 11, 1937.—Cotton oil futures for the week only declined about fifteen points, while crude remained unchanged at 10c per lb. f.o.b., mill. Improved demand will quickly affect prices, as comparatively small amounts of seed and crude are available. Bleachable soapstock, firm, with many sources to be supplied for six months or more before new crop is moving.

### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, February 10, 1937.—Forty-three per cent cottonseed cake and meal, basis Dallas, for interstate shipment, \$38.00. Prime cottonseed oil was quoted at Dallas at 10c.

# WEEK'S CLOSING MARKETS

## THURSDAY'S CLOSINGS

### Provisions

Hog products, after considerable weakness, rallied  $\frac{1}{4}$ c on lard on better outside markets following the settlement of the auto strike. Packers sold freely, however, halting the recovery. Hogs were slightly firmer with top at Chicago \$10.35. Western hog run is expected to let up in next month or two but Southern and Eastern hog run expected to continue for some time.

### Cottonseed Oil

Cotton oil futures rallied somewhat with lard but failed to hold upturns as commission house selling and liquidation developed and lard was unable to hold bulges. Valley crude 10.00 paid; Southeast 10.00 nominal; Texas 10.00 nominal at common points, Dallas 10.00 nominal.

### Tallow

Tallow, extra 8 $\frac{1}{2}$ @9c lb., f.o.b.

### Stearine

Stearine, 10 $\frac{1}{4}$ c lb. sales.

### Thursday's Lard Markets

New York, Feb. 11, 1937.—Prices are for export. Lard, prime Western \$12.75 @12.85; middle Western, \$12.65@12.75; City 12 $\frac{1}{2}$ @12 $\frac{1}{2}$ c; refined Continent, 13c; South American, 13 $\frac{1}{2}$ c; Brazil kegs, 13 $\frac{1}{2}$ c; compound, 13 $\frac{1}{2}$ c in cartons.

## MEAT INSPECTION CHANGES

Recent changes in federal meat inspection are reported as follows:

**Meat Inspection Granted.**—Armour and Company, Portland, Me.; Morris Rifkin & Son Packing Co., St. Paul, Minn.; Romanoff Caviar Co., New York City.

**Meat Inspection Withdrawn.**—The Great Atlantic & Pacific Tea Co., Portland, Me.

**Change in Name.**—North Jersey Abattoir Co., Inc., Paterson, N. J., instead of North Jersey Abattoir Co.; Daniel Strecker, Philadelphia, Pa., instead of Daniel Strecker, Inc.; Vietti Food Corporation, Nashville, Tenn., instead of Vietti Food Products Co.

## CHICAGO PACKER PURCHASES

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 25,156 cattle, 5,078 calves, 43,415 hogs and 28,489 sheep.

Watch Classified page for bargains.

## BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, February 12, 1937.—General provision market steady but dull; fair demand for A. C. hams; very poor demand for pure lard.

Thursday's prices were: Hams, American cut, 91s; hams, long cut, exhausted; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 79s; Wiltshires, unquoted; Cumberlands, 69s; Canadian Wiltshires, 69s; Canadian Cumberlands, 67s; spot lard, 65s.

## PACKER AND FOOD STOCKS

Price ranges of listed stock, February 10, 1937, or nearest previous date:

	Sales.	High.	Low.	— Close. —
	Week Ended Feb. 10.	Feb. 10.	Feb. 10.	Feb. 10.
Amal. Leather.....	9,800	7 $\frac{1}{4}$	7	6 $\frac{3}{4}$
Do. Pfd.....	1,700	43 $\frac{1}{4}$	41 $\frac{1}{4}$	43 $\frac{1}{4}$
Amer. H. & L.....	18,600	8 $\frac{1}{4}$	8	7 $\frac{3}{4}$
Do. Pfd.....	1,900	42 $\frac{1}{4}$	42 $\frac{1}{4}$	41 $\frac{1}{4}$
Amer. Stores.....	2,400	25 $\frac{1}{4}$	25 $\frac{1}{4}$	25 $\frac{1}{4}$
Armour H.....	307,000	12	11 $\frac{1}{4}$	10 $\frac{1}{4}$
Do. Pr. Pfd.....	2,100	94	93	90 $\frac{1}{4}$
Do. Pfd.....	400	100	100	100
Do. Del. Pfd.....	100	100 $\frac{1}{4}$	100 $\frac{1}{4}$	100 $\frac{1}{4}$
Beechnut Pack.....	800	105	105	107 $\frac{1}{2}$
Boback, H. C.....	325	10 $\frac{1}{4}$	10 $\frac{1}{4}$	10 $\frac{1}{4}$
Do. Pfd.....	100	51	51	54
Chick. Co. Oil.....	2,200	20 $\frac{1}{4}$	20 $\frac{1}{4}$	20 $\frac{1}{4}$
Childs Co.....	9,900	14 $\frac{1}{4}$	13 $\frac{1}{4}$	13 $\frac{1}{4}$
Cudahy Pack.....	1,200	41 $\frac{1}{4}$	41 $\frac{1}{4}$	41 $\frac{1}{4}$
First Nat. Strs.....	3,200	50 $\frac{1}{4}$	50 $\frac{1}{4}$	49 $\frac{1}{4}$
Gen. Foods.....	10,800	44	43 $\frac{1}{4}$	44
Gobel Co.....	20,400	6 $\frac{1}{4}$	6 $\frac{1}{4}$	6 $\frac{1}{4}$
Gr. A&P 1st Pfd.....	75	128	128	127
Do. New.....	440	111 $\frac{1}{2}$	111 $\frac{1}{2}$	114 $\frac{1}{2}$
Hormel, G. A.....	100	22	22	22
Hygrade Food.....	2,400	5 $\frac{1}{4}$	5 $\frac{1}{4}$	5 $\frac{1}{4}$
Kroger G. & B.....	6,300	23	22 $\frac{1}{2}$	23 $\frac{1}{2}$
Libby McNeill.....	11,300	13 $\frac{1}{4}$	13 $\frac{1}{4}$	13 $\frac{1}{4}$
Mickelberry Co.....	3,000	4 $\frac{1}{4}$	4 $\frac{1}{4}$	4 $\frac{1}{4}$
M. & H. Pfd.....	710	7 $\frac{1}{4}$	7 $\frac{1}{4}$	7 $\frac{1}{4}$
Morrell & Co.....	.....	.....	.....	45
Nat. Leather.....	2,700	2	2	2 $\frac{1}{4}$
Nat. Tea.....	2,200	11	10 $\frac{1}{4}$	11
Proc. & Gamb.....	12,100	63	61 $\frac{1}{4}$	63
Do. Pr. Pfd.....	180	117	117	117 $\frac{1}{2}$
Rath Pack.....	150	33	33	32 $\frac{1}{2}$
Safeway Strs.....	2,900	43	42 $\frac{1}{4}$	43
Do. 5% Pfd.....	390	100	99 $\frac{1}{4}$	99 $\frac{1}{4}$
Do. 6% Pfd.....	110	110 $\frac{1}{4}$	110 $\frac{1}{4}$	111 $\frac{1}{4}$
Do. 7% Pfd.....	130	112 $\frac{1}{4}$	112	113
Stahl Meyer.....	210	4	4	4 $\frac{1}{4}$
Swift & Co.....	10,750	28	27 $\frac{1}{2}$	28 $\frac{1}{2}$
Do. Intl.....	4,400	32 $\frac{1}{4}$	32 $\frac{1}{4}$	32 $\frac{1}{4}$
Trans. Fork.....	.....	.....	.....	8 $\frac{1}{4}$
U. S. Leather.....	4,000	8 $\frac{1}{4}$	8 $\frac{1}{4}$	8 $\frac{1}{4}$
Do. A.....	5,400	15 $\frac{1}{4}$	15 $\frac{1}{4}$	15 $\frac{1}{4}$
Do. Pr.Pfd.....	600	101	100	102
Wesson Oil.....	5,600	48	48	48
Do. Pfd.....	300	84	84	84
Wilson & Co.....	121,700	11 $\frac{1}{4}$	11 $\frac{1}{4}$	10 $\frac{1}{4}$
Do. Pfd.....	1,200	88	87	88

## PRODUCE IN COLD STORAGE

Cold storage holding of butter, cheese, and eggs on February 1, 1937:

	Feb. 1, 1937.	Jan. 1, 1937.	Feb. 1, 1936.
	M lbs.	M lbs.	M lbs.
Butter, creamery.....	42,454	61,234	21,602
Butter, packing stock.....	388	644	90
Cheese, American.....	87,340	95,418	78,197
Cheese, Swiss.....	3,910	4,389	5,573
Cheese, brick & Munster.....	1,176	1,085	764
Cheese, Limburger.....	1,089	1,604	484
Cheese, all other.....	7,091	7,904	5,922
Eggs, shell, cases.....	408	651	159
Eggs, frozen (lbs.).....	39,515	51,837	59,722
Frozen, case equivalent.....	1,129	1,481	1,706
Total case equivalent both shell & frozen.....	1,597	2,132	1,865

## CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Feb. 12, 1937, with comparisons, are reported as follows:

	PACKER HIDE.	Cor. week.
	Week ended Feb. 12.	Prev. week.
Spr. nat. strs.	@16n 16	@16 $\frac{1}{2}$ n
Hvy. nat.	@16n	@14 $\frac{1}{2}$ n
strs. ....15 $\frac{1}{2}$ @16n	@16	@14 $\frac{1}{2}$ n
Hxy Tex.	@16	@14 $\frac{1}{2}$ n
strs. ....15 $\frac{1}{2}$ @16	@16	@14 $\frac{1}{2}$ n
Hvy. butt.	@16	@14 $\frac{1}{2}$ n
brnd'd strs.15 $\frac{1}{2}$ @16	@16	@14 $\frac{1}{2}$ n
Hvy. Col.	@15 $\frac{1}{2}$	@14 $\frac{1}{2}$ n
strs. ....15 @15 $\frac{1}{2}$	@15 $\frac{1}{2}$	@14 $\frac{1}{2}$ n
Ex-light	@13 $\frac{1}{2}$	@13 $\frac{1}{2}$
Tex. strs. 13 $\frac{1}{2}$ @13 $\frac{1}{2}$	@13 $\frac{1}{2}$	@10 $\frac{1}{2}$
Brnd'd cows.13 $\frac{1}{2}$ @13 $\frac{1}{2}$	@13 $\frac{1}{2}$	@10 $\frac{1}{2}$
Hvy. nat.	@14	@11
cows ....13 $\frac{1}{2}$ @14	@14	@11
Lt. nat.	@14	@11
cows ....13 $\frac{1}{2}$ @14	@14	@11
Nat. bulls. ....11 $\frac{1}{2}$ @11 $\frac{1}{2}$	@11 $\frac{1}{2}$	@10 $\frac{1}{2}$
Brnd'd bulls.10 $\frac{1}{2}$ @10 $\frac{1}{2}$	@10 $\frac{1}{2}$	@8 $\frac{1}{2}$
Calfskins ....22 $\frac{1}{2}$ @25 $\frac{1}{2}$	@25 $\frac{1}{2}$	@20 $\frac{1}{2}$
Kips, nat.....	@17	@14 $\frac{1}{2}$
Kips, ov-wt.....	@15 $\frac{1}{2}$	@12 $\frac{1}{2}$
Kips, brnd'd.....	@14 $\frac{1}{2}$	@11 $\frac{1}{2}$
Slunks, reg.....	@1.27 $\frac{1}{2}$	@1.05
Slunks, hris.....	@55	@35

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

## CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts.12 $\frac{1}{2}$ @13 $\frac{1}{2}$	13	@14	9 $\frac{1}{2}$ @10
Branded ....12 @13	12 $\frac{1}{2}$	@13 $\frac{1}{2}$	8 @9 $\frac{1}{2}$
Nat. bulls. ....9 $\frac{1}{2}$ @10	10 $\frac{1}{2}$	@11	8 @9 $\frac{1}{2}$
Brnd'd bulls.8 $\frac{1}{2}$ @9	9 $\frac{1}{2}$	@10	8 @9
Calfskins ....21 @22	21	@22	17 $\frac{1}{2}$ @18 $\frac{1}{2}$
Kips .....14 $\frac{1}{2}$ @15 $\frac{1}{2}$	14 $\frac{1}{2}$	@15 $\frac{1}{2}$	@12 $\frac{1}{2}$
Slunks, reg.1.05@1.15	1.05@1.15	75	@90n
Slunks, hris.40 @50n	45 @50n	20	@25n

## COUNTRY HIDES

Hvy. steers.10 $\frac{1}{4}$ @10 $\frac{1}{4}$	10 $\frac{1}{4}$ @11	@8 $\frac{1}{4}$
Hvy. cows ....10 $\frac{1}{4}$ @10 $\frac{1}{4}$	10 $\frac{1}{4}$ @11	@8 $\frac{1}{4}$
Bulls .....11 $\frac{1}{4}$ @11 $\frac{1}{4}$	11 $\frac{1}{4}$ @12 $\frac{1}{4}$	8 $\frac{1}{4}$ @9
Extremes ....12 $\frac{1}{4}$ @12 $\frac{1}{4}$	@12 $\frac{1}{4}$	9 $\frac{1}{4}$ @9 $\frac{1}{4}$
Bulls .....8 $\frac{1}{4}$ @8 $\frac{1}{4}$	8 $\frac{1}{4}$ @9	6 @6 $\frac{1}{4}$
Calfskins ....@15n	@15 $\frac{1}{2}$ n	12 @12 $\frac{1}{2}$
Kips .....12 @12 $\frac{1}{2}$	12 @12 $\frac{1}{2}$	@9 $\frac{1}{4}$
Light calf. ....1.10@1.20n	1.10@1.20n	75 @90n
Deacons ....1.10@1.20n	1.10@1.20n	75 @90n
Slunks, reg.80 @90n	80 @90n	50 @65n
Slunks, hris.15 @25n	15 @25n	10 @15n
Horsehides ..4.75@5.50	4.75@5.75	3.99@4.00

## SHEEPSKINS

Pkr. lambs..2.55@2.70	.....	2.40@2.60
Sml. pkr.	.....	.....
Lambs .....2.00@2.25	2.25@2.35	2.00@2.25
Pkr. shearings.....	1.50	1.49@1.50
Dry pelts...23 @24	23 @24	18 @19

## N. Y. HIDE FUTURE MARKETS

Saturday, Feb. 6, 1937—Close: Mar. 14.67 n; June 15.01@15.02; Sept. 15.30 @15.32; Dec. 15.52 n; sales 56 lots. Closing 9@12 higher.

Monday, Feb. 8, 1937—Close: Mar. 14.67 b; June 15.00 sale; Sept. 15.23 sale; Dec. 15.51 n; sales 35 lots. Closing unchanged to 2 lower.

Tuesday, Feb. 9, 1937—Close: Mar. 14.54 sale; June 14.88@14.90; Sept. 15.18 sale; Dec. 15.41 n; sales 62 lots. Closing 10@13 lower.

Wednesday, Feb. 10, 1937—Close: Mar. 14.49 b; June 14.82@14.86; Sept. 15.10@15.12 sales; Dec. 15.38 b; sales 108 lots. Closing 3@8 lower.

Thursday, Feb. 11, 1937—Close: Mar. 14.80 b; June 15.15 sale; Sept. 15.41@15.42 sales; Dec. 15.67 n; sales 105 lots. Closing 29@33 higher.

No session of Exchange Fri., Feb. 12, or Sat., Feb. 13.

## WANT A GOOD MAN?

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# HIDES AND SKINS

## WEEKLY MARKET REVIEW



### Chicago

**PACKER HIDES.**—The packer hide market was very dull throughout the week, with no trading reported so far by big packers. The Association sold 3,000 Feb. light native cows early mid-week at 13½¢, and 2,000 Feb. branded cows at 13¼¢, both a half-cent down from prices paid previous week for hides running to better quality, mostly Dec. and early Jan. take-off. Bids are in the market now at these prices for more cows, with packers asking ½¢ more. There are also bids at 15½¢ for butt branded steers, 15¢ for Colorados, and 13½¢ for heavy native cows, with packers' ideas ½¢ more, or steady prices.

Prices on the hide futures market sold off in a moderate way throughout most of the week but, with the settlement of the automobile strike, hide futures advanced 29@33 points, probably influenced also by short covering prior to the two-day holiday on the Exchange.

Receipts of cattle at the seven western markets for first four days this week were 102,000, compared with 95,000 a week ago and 92,000 last year.

Couple outside packers also sold hides this week at prices in line with Association trading for cows and at the bid prices for steers. One outside packer sold 3,000 light native cows at 13½¢, and 2,000 branded cows at 13¼¢, Dec.-Feb. take-off running mostly Jan. Another sold Feb. production of 12,000 hides at 15½¢ for native and butt branded steers, 15¢ for Colorados, light native cows 13½¢ and branded cows 13¼¢. Big packers not inclined to accept such prices, in view of the stronger South American market late this week, and also a good interest in light cows at 13½¢.

Bulls appear firm; last general trading was at 11¼¢ for Dec.-Jan. native bulls, while a car moved quietly for export last week at 12¢. Late this week, 500 New York and 500 Baltimore bulls sold at 11½¢; these usually move at ½¢ under Chicago market.

**OUTSIDE SMALL PACKER HIDES.**—Buyers bidding 12½¢, selected, f.o.b. nearby points, for outside small packer all-weight natives, brands ½¢ less; offerings reported at 13¢, although some ask ¼¢ more. Chicago take-off nominal around 13½¢.

**PACIFIC COAST.**—Nothing heard from the Coast since Dec. hides moved several weeks back at 14¢ for steers and 12½¢ for cows, flat, f.o.b.; market nominally easier.

**FOREIGN WET SALTED HIDES.**—South American market weakened at close of last week but recovered most of the loss late this week in an active trade, mostly coming to the States. At close of last week, 4,000 Swift Rosarios,

25 kilos, sold at 97 pesos, equal to 15½¢, c.i.f. New York, as against 100 pesos or 16½¢ earlier; later 4,000 Smithfield steers sold at 95½¢ pesos or 15½¢. Mid-week, 21,000 Argentine steers sold at 97 pesos or 15½¢, followed by 5,000 LaBlancas and 4,500 Smithfields at 98½¢ pesos or 15½¢ @ 15½¢.

**COUNTRY HIDES.**—The country hide market slumped off a bit more this week, due to the undefined position of the packer market, with light cows equal to packer take-off going at 13½¢ for current take-off. Trading in country hides has been very light, with buyers inclined to hold back. Untrimmed all-weights sold at 10½¢, selected, delivered Chicago, or ¼¢ down, but hard to find under this price and 10½¢ is bid. Heavy steers and cows dull, some quoting 10¼¢ @ 10½¢, but hard to find offerings under 10½¢ trimmed. Trimmed buff weights 11¼¢ @ 11½¢ nom. Some quoting trimmed extremes 12¼¢ @ 12½¢, others 12½¢ @ 12½¢; occasional car moving around 12½¢. Bulls 8¼¢ @ 8½¢; glues about 8¼¢ flat. All-weight branded 9½¢ @ 9½¢ flat.

**CALFSKINS.**—Further trading on packer calf at close of last week, in line with the lower prices previously reported. One packer sold Dec.-Jan. production of 21,000 calf at 24¢ for northern heavies 9½/15 lb., 22½¢ for River point heavies, and 25½¢ for lights under 9½ lb. Another packer sold 15,000 Dec.-Jan. heavies at 24¢ for northern and 22½¢ for River points. Third packer moved 3,000 Jan. northern heavies at 24¢. Fourth packer sold 14,000 Jan. heavies same basis for northern and River points, with Jan. lights taken off list also. Market turned dull later.

Chicago city calfskins have been easier, with the 8/10 lb. 21¢ bid and offerings reported available at 21½¢, some asking 22¢; 10/15 lb. quoted 21¢ last paid and nom. Outside cities, 8/15 lb., around 21¢; mixed cities and countries 17½¢ @ 18¢; straight countries around 15¢ flat. Chicago city light calf and deacons last sold at \$1.57½.

**KIPSKINS.**—Packer kipskins have been rather dull. One packer moved Dec. natives previous week at 17¢ for northern, and three packers sold Dec. northern over-weights at 15½¢; offerings this basis unsold. Dec. brands last sold at 14½¢ earlier.

One collector sold 2,500 Chicago city kipskins at 14½¢; another asking 15¢. Outside cities around 14¼¢ @ 14½¢ nom.; mixed cities and countries 13@14¢; straight countries 12@12½¢ flat.

Packers moved their Jan. regular slunks last week at \$1.27½, as previously reported.

**HORSEHIDES.**—Market continues easy and less buying interest recently. Choice city renderers, with full manes and tails, quoted \$5.25@5.50, selected, f.o.b. nearby good sections; ordinary trimmed renderers \$5.00@5.25, delivered Chicago; mixed city and country lots about \$4.75 Chicago.

**SHEEPSKINS.**—Dry pelts range 23@24¢ per lb., delivered Chicago, for full wools. Big packer shearlings quoted firm at last trading prices, No. 1's \$1.50, No. 2's \$1.20 and No. 3's or clips 90¢; production light and trade limited, with some houses sold up to 'end of month. Jan. pickled skins sold earlier at \$8.00 per doz. packer lambs but market lower at present due to poorer quality now and the decline in pelt prices; offerings of Feb. skins reported at \$7.50 per doz., with buyers' ideas down to around \$7.00, although no trading reported that basis. Packer lamb pelts lower; while some local packers are still quoting up to \$3.75 per cwt. live lamb, sales were made by outside packers early this week on a good scale at \$3.40 per cwt. live lamb, and one lot reported to have sold at \$3.35 per cwt. for Feb. production, or about \$2.55@2.70 each; some quoting a range of \$3.35@3.50 per cwt. Outside small packer lambs range \$2.00@2.25 each, according to lots.

### New York

**PACKER HIDES.**—Around mid-week, one packer sold 3,500 native steers at 16½¢ for Nov. and 16½¢ for Dec. take-off, and has since declined 16¢ for Jan. natives; the premiums paid for the earlier dating were in line with price other packers obtained earlier for Dec. natives, but a new high for the Nov. natives, which other packers sold some time back at 16¢. This packer holds all Jan. steers, and another packer Jan. natives; others sold Jan. hides last week at 16¢ for native and butt brands and 15½¢ for Colorados.

**CALFSKINS.**—Trading awaited on calfskins, with collectors' 5-7's quoted nominally around \$1.80@1.85, 7-9's \$2.40, 9-12's \$3.00, and 12/17 veal kips around \$3.40; packer 5-7's around \$2.00@2.10, 7-9's \$2.60@2.70, 9-12's \$3.27½ last paid.

### CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended February 6, 1937, were 8,518,000 lbs.; previous week, 7,764,000 lbs.; same week last year, 4,325,000 lbs.; from January 1 to February 6 this year, 35,997,000 lbs.; same period a year ago, 25,691,000 lbs.

Shipments of hides from Chicago for the week ended February 6, 1937, were 4,230,000 lbs.; previous week, 4,560,000 lbs.; from January 1 to February 6 this year, 22,099,000 lbs.; same period a year ago, 26,244,000 lbs.

Watch "Wanted" page for bargains.

Week Ending February 13, 1937

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# LIVE STOCK MARKETS ★

## WEEKLY REVIEW

### LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, February 11, 1937, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs, excluded). CHICAGO. E. ST. LOUIS. OMAHA. KANS. CITY. ST. PAUL.

Lt. wt., 140-160 lbs.,					
Good-choice	\$ 9.25@10.15	\$ 9.15@ 9.85	\$ 8.60@ 9.35	\$ 8.75@ 9.75	\$ 9.25@ 9.80
Medium	8.65@ 9.95	8.40@ 9.60	8.25@ 9.10	8.25@ 9.40	8.65@ 9.75
Lt. wt., 160-180 lbs.,					
Good-choice	9.95@10.30	9.65@10.25	9.10@ 9.55	9.40@ 9.85	9.75@ 9.85
Medium	9.10@10.15	9.00@10.10	8.75@ 9.40	8.75@ 9.60	9.40@ 9.80
Lt. wt., 180-200 lbs.,					
Good-choice	10.15@10.35	10.20@10.25	9.40@ 9.65	9.60@ 9.95	9.80@ 9.90
Medium	9.50@10.20	9.50@10.10	9.00@ 9.50	9.35@ 9.70	9.50@ 9.90
Med. wt.,					
200-220 lbs., gd-ch.	10.20@10.35	10.20@10.25	9.50@ 9.70	9.70@10.00	9.80@10.00
220-250 lbs., gd-ch.	10.20@10.35	10.10@10.25	9.50@ 9.80	9.80@10.00	9.80@10.00
Hvy. wt.,					
250-280 lbs., gd-ch.	10.15@10.35	10.10@10.20	9.60@ 9.80	9.80@10.00	10.00 ONLY
280-350 lbs., gd-ch.	10.05@10.30	10.00@10.15	9.65@ 9.80	9.80@10.00	9.85@10.00
PACKING SOWS:					
275-350 lbs., good	9.45@ 9.75	9.60@ 9.75	9.25 ONLY	9.35@ 9.60	9.60 ONLY
350-425 lbs., good	9.35@ 9.65	9.50@ 9.65	9.25 ONLY	9.25@ 9.50	9.60 ONLY
425-550 lbs., good	9.20@ 9.60	9.40@ 9.60	9.15@ 9.25	9.10@ 9.35	9.50@ 9.60
275-550 lbs., medium	7.50@ 9.60	8.25@ 9.50	8.75@ 9.25	8.25@ 9.35	8.85@ 9.60
SLAUGHTER PIGS, 100-140 lbs.:					
Good-choice	8.00@ 9.65	6.50@ 9.35	7.00@ 9.90	8.00@ 9.90	6.75@ 9.40
Medium	6.75@ 9.25	5.50@ 9.10	6.25@ 8.60	7.50@ 8.75	6.25@ 9.25

Slaughter Cattle, Calves and Vealers:

STEERS, 550-900 lbs.,					
Choice	12.00@13.50	10.75@12.00	11.50@13.00	11.00@12.50	10.25@12.50
Good	9.50@12.25	8.75@11.00	9.50@11.75	8.75@11.25	9.00@11.50
Medium	7.50@ 9.75	7.25@ 9.25	7.50@ 9.50	7.00@ 9.00	6.85@ 9.25
Common (plain)	5.75@ 7.75	6.00@ 7.50	5.50@ 7.50	5.75@ 7.00	5.40@ 7.25
STEERS, 900-1100 lbs.,					
Prime	13.50@14.50				
Choice	12.25@13.75	11.00@12.25	11.75@13.25	11.25@12.50	11.50@12.85
Good	10.00@12.50	9.25@11.50	9.50@12.00	9.00@11.50	9.25@11.75
Medium	8.00@10.00	7.50@ 9.50	7.50@ 9.50	7.00@ 9.00	7.25@ 9.50
Common (plain)	6.50@ 8.00	6.25@ 7.75	5.50@ 7.50	5.75@ 7.00	5.65@ 7.40
STEERS, 1100-1300 lbs.,					
Prime	13.75@14.50				
Choice	12.50@13.75	11.50@12.25	11.75@13.25	11.50@12.75	11.75@13.00
Good	10.00@12.50	9.50@11.50	9.50@12.00	9.00@11.50	9.50@11.75
Medium	8.00@10.50	7.75@ 9.75	7.50@ 9.75	7.25@ 9.25	7.40@ 9.65
STEERS, 1300-1500 lbs.,					
Prime	13.25@14.50				
Choice	12.25@13.75	11.50@12.25	11.50@13.00	11.25@12.75	11.50@13.00
Good	10.25@12.50	9.75@11.50	9.50@11.75	9.25@11.50	9.65@11.75
HEIFERS, 550-750 lbs.,					
Choice	11.25@12.00	9.50@10.50	10.00@11.25	9.75@11.00	9.85@11.00
Good	9.00@11.25	8.25@ 9.50	8.00@10.25	8.00@ 9.75	8.00@10.15
Common (plain), medium	5.50@ 9.25	5.50@ 8.25	5.00@ 8.25	5.00@ 8.00	5.00@ 8.25
HEIFERS, 750-900 lbs.,					
Good-choice	8.75@12.25		8.00@11.00	8.00@11.00	8.00@11.15
Common (plain), medium	5.75@ 9.25		5.00@ 8.25	5.00@ 8.00	5.25@ 8.25
COWS:					
Choice	7.00@ 7.75				
Good	6.00@ 7.00	6.00@ 6.75	6.00@ 6.75	6.00@ 6.75	6.00@ 6.75
Common (plain), medium	4.85@ 6.00	4.75@ 6.00	4.50@ 6.00	4.50@ 6.00	4.75@ 6.00
Low cutter-cutter	3.50@ 4.85	3.00@ 4.75	3.25@ 4.50	3.25@ 4.50	3.50@ 4.75
BULLS (Yearlings excluded),					
Good (beef)	6.00@ 6.75	6.25@ 6.75	6.00@ 6.50	6.00@ 6.25	5.90@ 6.50
Cutter, com. (plain), med.	5.00@ 6.50	4.50@ 6.25	4.50@ 6.25	4.50@ 6.00	4.50@ 6.15
VEALERS:					
Good-choice	8.50@10.50	9.25@10.50	8.50@10.00	8.00@11.00	8.00@10.00
Medium	7.00@ 8.50	7.75@ 9.25	6.00@ 8.50	6.00@ 8.00	6.50@ 8.00
Cull-common (plain)	5.00@ 7.00	4.25@ 7.75	3.50@ 6.50	4.50@ 6.00	3.50@ 6.50
CALVES, 250-500 lbs.,					
Good-choice	5.25@ 7.00	6.25@ 9.00	6.00@ 8.50	6.00@ 8.50	7.00@ 9.50
Common (plain), medium	4.00@ 5.25	4.75@ 6.25	3.50@ 6.00	4.00@ 6.25	4.50@ 7.00
Slaughter Lambs and Sheep:					
LAMBS:					
Choice	10.00@10.60	10.25@11.00	10.00@10.50	9.85@10.15	9.75@10.10
Good	9.50@10.15	9.75@10.40	9.25@10.00	9.25@ 9.85	9.25@ 9.75
Medium	8.50@ 9.50	8.50@ 9.75	8.50@ 9.25	8.25@ 9.25	8.25@ 9.25
Common (plain)	7.25@ 8.50	7.00@ 8.50	7.50@ 8.50	7.00@ 8.25	7.00@ 8.25
EWES:					
Choice	5.00@ 6.25	4.50@ 5.75	4.75@ 5.75	4.75@ 5.60	4.75@ 6.00
Common (plain), medium	3.75@ 5.00	3.00@ 4.50	3.00@ 4.75	2.75@ 4.75	3.00@ 4.75

### CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., Feb. 11, 1937—At 22 concentration points and 9 packing plants in Iowa and Minnesota hog trade was rather slow most of the week. Compared with last Saturday, current prices were steady to 5c lower, spots off 10c. Good to choice 200 to 325 lb. hogs off truck mostly \$9.80@9.95 at yards and plants but some first hand bids down to \$9.70 or slightly lower. Long hauls at plant \$10.00@10.50, rail consignments around \$10.15 at plants. Good to choice 180 to 200 lb. hogs by truck, \$9.65@9.85; 160 to 180 lb., \$8.80@9.65; few mixed grade light lights \$8.05@8.65; good sows mostly 425 lb. down, \$9.30@9.50 off truck and around \$9.65 for best off cars.

Receipts week ended February 11, 1937.

	This week.	Last week.
Friday, Feb. 5	19,900	17,000
Saturday, Feb. 6	16,900	12,900
Monday, Feb. 8	41,800	25,800
Tuesday, Feb. 9	19,500	7,000
Wednesday, Feb. 10	24,000	17,000
Thursday, Feb. 11	20,800	34,600

### CANADIAN LIVESTOCK PRICES

#### BUTCHER STEERS.

Up to 1,050 lbs.

Top Prices	Week ended Feb. 4	Last week.	Same week 1936.
Toronto	\$ 7.50	\$ 7.50	\$ 6.75
Montreal	7.00	7.00	6.25
Winnipeg	6.50	7.00	5.50
Calgary	7.25	6.75	5.00
Edmonton	6.25	6.25	4.75
Prince Albert	4.50	...	3.50
Moose Jaw	5.75	5.50	5.00
Saskatoon	5.25	5.00	4.00

#### VEAL CALVES.

Toronto	\$11.00	\$12.00	\$11.50
Montreal	10.50	10.00	10.00
Winnipeg	8.00	8.50	8.50
Calgary	7.00	7.00	5.50
Edmonton	7.00	7.00	6.00
Prince Albert	5.00	...	5.00
Moose Jaw	6.50	6.50	6.50
Saskatoon	6.50	7.00	6.00

#### BACON HOGS.

Toronto	\$ 8.50	\$ 8.85	\$ 9.00
Montreal (1)	8.50	8.75	9.25
Winnipeg (1)	7.65	8.10	8.50
Calgary	7.50	7.85	7.75
Edmonton	7.25	7.65	7.60
Prince Albert	7.40	7.85	7.75
Moose Jaw	7.40	7.85	8.25
Saskatoon	7.40	7.85	7.85

(1) Montreal and Winnipeg hogs sold on a "fed and watered" basis. All others "off trucks."

#### GOOD LAMBS.

Toronto	\$10.00	\$10.75	\$ 9.00
Montreal	9.00	9.50	9.00
Winnipeg	8.50	8.50	7.75
Calgary	7.75	7.75	6.75
Edmonton	8.00	8.00	7.00
Prince Albert	...	8.00	5.50
Moose Jaw	7.00	7.00	7.00
Saskatoon	6.00	6.75	6.00

Watch Classified page for bargains in equipment.

The National Provisioner

## SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended February 6, 1936.

### CATTLE

	Week ended Feb. 6, 1936.	Prev. week.	Cor. week, 1936.
Chicago	23,142	20,125	23,137
Kansas City	17,494	21,102	20,843
Omaha	14,376	17,749	18,616
East St. Louis	15,455	17,417	17,477
St. Joseph	5,116	6,846	7,328
Sioux City	6,337	8,669	9,843
Fort Worth	3,301	4,435	3,585
Wichita	6,113	6,676	7,859
Philadelphia	2,150	2,280	1,959
Indianapolis	2,458	2,146	1,996
New York & Jersey City	8,841	9,021	8,779
Oklahoma City	7,193	10,785	11,042
Cincinnati	4,274	4,708	4,118
Denver	8,232	11,861	8,913
St. Paul	3,280	3,469	1,695
Milwaukee	3,280	3,469	1,695
Total	127,762	156,313	150,270

\*Cattle and calves.

### HOGS

Chicago	80,081	126,393	54,272
Kansas City	26,635	37,072	34,519
Omaha	18,865	35,762	22,718
East St. Louis	45,859	60,033	42,317
St. Joseph	11,082	11,738	13,865
Sioux City	13,704	26,306	16,496
Wichita	4,851	4,782	4,758
Fort Worth	8,427	7,968	8,906
Philadelphia	16,267	15,575	12,590
Indianapolis	11,657	11,098	9,017
New York & Jersey City	41,371	44,579	38,853
Oklahoma City	5,830	5,974	6,574
Cincinnati	8,557	13,294	7,656
Denver	20,657	38,685	16,687
St. Paul	8,301	9,326	5,176
Milwaukee	8,301	9,326	5,176
Total	321,974	448,465	306,651

### SHEEP

Chicago	41,742	51,540	42,483
Kansas City	33,534	27,676	22,009
Omaha	20,568	27,281	27,319
East St. Louis	8,200	9,097	7,977
St. Joseph	19,585	18,935	23,792
Sioux City	8,901	14,359	22,342
Wichita	1,474	1,642	3,178
Fort Worth	3,947	9,220	3,232
Philadelphia	3,867	3,505	3,702
Indianapolis	2,450	2,294	3,158
New York & Jersey City	59,296	66,420	69,198
Oklahoma City	1,885	2,671	1,470
Cincinnati	8,557	13,294	7,656
Denver	9,102	8,305	5,618
St. Paul	17,396	26,245	14,106
Milwaukee	1,048	1,828	2,147
Total	233,004	271,018	255,081

†No figures reported because of flood.

## PACIFIC COAST LIVESTOCK

Receipts during the five days ended February 5, 1937:

	Cattle	Calves	Hogs	Sheep
Los Angeles	4,790	1,028	982	901
San Francisco	2,075	110	1,360	2,550
Portland	2,400	185	8,335	5,385
DIRECTS—Los Angeles: Cattle, 81 cars; hogs, 93 cars; sheep, 85 cars. San Francisco: Cattle, 325 head; calves, 40 head; hogs, 1,490 head; sheep, 1,225 head.				

## CATTLE IMPORTS IN 1936

Imports of dutiable cattle into the United States during 1936 totaled 399,209 head, or 34,586 more than were imported in 1935, according to the U. S. Bureau of Agricultural Economics. All of the increase was accounted for by larger imports of cattle weighing 700 lbs. or more, received from Canada. Cattle imports in 1936 were as follows:

### U. S. CATTLE IMPORTS IN 1936.

	700 lbs. or over	175-699 lbs.	Under 175 lbs.
Canada	143,219	35,149	55,695
Mexico	21,902	140,489	1,615
Total 1936	165,536	176,467	57,206
Total 1935	68,573	296,050*	

\*All cattle under 700 lbs.

About 94 per cent of the imports of cattle weighing 700 lbs. or more in 1936 were accounted for by the low-duty quota on that class of cattle granted to Canada in the trade agreement with that country. Preliminary figures indicate that the quota was filled before December 1, and that Canada supplied about 86.4 per cent of the quota and Mexico nearly 13.6 per cent.

Imports of Mexican cattle of under 700 lbs. weight totaled 142,054 head in 1936, a considerable decrease from 242,468 head received during 1935. Mexico supplied the United States with more of the heavier cattle in 1936 than in 1935. About 6,700 head of the 700-lb. and over cattle received from Canada in 1936 were classified as dairy cows.

## HOG WEIGHTS AND COSTS

Average weight and cost of hogs at 10 principal markets, December, 1936:

	Dec., 1936	Nov., 1936.	Dec., 1935.			
	Wt. Lbs.	Cost Per Cwt.	Wt. Lbs.	Cost Per Cwt.	Wt. Lbs.	Cost Per Cwt.
Chicago .....	226	\$ 9.06	217	\$ 9.48	229	\$ 9.57
East St. Louis.....	222	9.98	217	9.46	213	9.45
Kansas City.....	213	9.60	208	9.10	214	9.26
Omaha .....	200	9.45	198	9.00	242	9.23
Sioux City .....	200	9.51	197	9.07	249	9.17
South St. Joseph.....	211	9.59	207	9.10	219	9.25
South St. Paul.....	213	9.60	207	9.01	238	9.11
Denver .....	220	9.86	222	9.26	245	9.25
Fort Worth.....	213	9.26	218	8.96	224	9.04
Wichita .....	231	9.52	229	9.04	236	9.11

## RECEIPTS AT CHIEF CENTERS

Week ended February 6, 1937:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Feb. 6.....	139,000	311,000	246,000
Previous week .....	199,000	420,000	328,000
1936 .....	192,040	346,000	291,000
1935 .....	176,000	348,000	249,000
1934 .....	177,000	406,000	252,000

At 11 markets:

	Hogs.
Week ended Feb. 6.....	264,000
Previous week .....	361,000
1936 .....	274,000
1935 .....	302,000
1934 .....	349,000
1933 .....	418,000
1932 .....	636,000

At 7 markets:

	Cattle.	Hogs.	Sheep.
Week ended Feb. 6.....	101,000	219,000	160,000
Previous week .....	140,000	312,000	205,000
1936 .....	130,000	238,000	193,000
1935 .....	130,000	264,000	181,000
1934 .....	139,000	292,000	187,000
1933 .....	120,000	359,000	223,000
1932 .....	123,000	577,000	224,000

## ST. LOUIS HOGS IN JANUARY

Receipts, weights and range of top prices for hogs at National Stock Yards, Ill., for January, 1937, with comparisons, reported by H. L. Sparks & Co.

	Jan., 1937.	Jan., 1936.
Receipts, No. ....	271,071	277,082
Average weight, lbs. ....	221	218
Top Prices:		
Highest .....	\$10.90	\$10.60
Lowest .....	10.00	9.85
Average cost .....	10.19	10.60

Quality of hogs mostly good. Pigs and lights of fair quality. There are many good hogs to come.

## NEW YORK LIVE STOCK

Receipts week of February 6, 1937:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City .....	3,884	6,389	4,934	19,983
Central Union .....	1,638	653	.....	6,541
New York .....	122	2,393	16,890	5,943
Total .....	5,644	9,885	21,824	32,467
Last week .....	6,336	10,353	24,782	67,744
Two weeks ago.....	6,437	10,703	22,438	41,632

Watch Classified page for bargains in equipment.



## Snug and Shipshape

..with a Bemis cover riding the top

Battened down over a load of meat, a tough Bemis Truck Cover takes whatever the trip brings and comes back for more. Wear and weather just don't bother this heavy, close-knit duck cover... and the load is as safe and snug as it was in your plant.

Double thickness does double duty at the heavy strain-points. Outfit your fleet with Bemis Covers... they'll be on top for years.

## BEMIS Truck COVERS

BEMIS BRO. BAG CO. ST. LOUIS, MO.

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, February 6, 1937, as reported to The National Provisioner:

### CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.....	3,127	2,260	6,319
Swift & Co.....	1,771	2,205	11,064
Morris & Co.....	1,326	.....	7,627
Wilson & Co.....	3,909	3,831	5,907
Anglo-Amer. Prov. Co.....	512	.....	.....
G. H. Hammond Co.....	1,583	.....	.....
Shippers.....	10,235	17,976	4,875
Others.....	10,091	23,905	655

Brennan Packing Co., 670 hogs; Western Packing Co., Inc., 1,512 hogs; Agar Packing Co., 4,975 hogs.  
Total: 33,234 cattle; 6,686 calves; 57,334 hogs; 37,047 sheep.

Not including 143 cattle, 421 calves, 33,865 hogs and 9,870 sheep bought direct.

### KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.....	2,242	889	1,603	8,791
Cudahy Pkg. Co.....	1,761	1,127	726	8,556
Morris & Co.....	1,238	534	.....	3,397
Swift & Co.....	1,985	833	1,070	4,974
Wilson & Co.....	2,117	670	890	6,238
Indpt. Pkg. Co.....	.....	.....	152	.....
Kornblum Pkg. Co.....	774	.....	.....	.....
Others.....	3,053	231	2,739	1,578

Total ..... 13,190 4,904 7,170 33,534

Not including 21,385 hogs bought direct.

### OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.....	2,617	4,821	4,049
Cudahy Pkg. Co.....	4,834	2,815	6,255
Dold Pkg. Co.....	708	2,708	.....
Morris & Co.....	1,499	20	1,829
Swift & Co.....	4,076	2,200	5,209
Others.....	.....	13,189	.....

Eagle Pkg. Co., 63 cattle; Grt. Omaha Pkg. Co., 110 cattle; Lewis Pkg. Co., 408 cattle; Omaha Pkg. Co., 167 cattle; John Roth & Son, 91 cattle; So. Omaha Pkg. Co., 59 cattle; Lincoln Pkg. Co., 207 cattle; Wilson & Co., 73 cattle.  
Total: 14,997 cattle and calves; 25,748 hogs; 17,341 sheep.

Not including 25 cattle, 1,731 hogs and 3,533 sheep bought direct.

### EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.....	1,730	1,727	3,460	3,617
Swift & Co.....	2,699	2,310	3,801	3,130
Morris & Co.....	1,441	678	858	.....
Hunter Pkg. Co.....	1,131	640	4,025	791
Hell Pkg. Co.....	.....	2,001	.....	.....
Krey Pkg. Co.....	.....	1,940	.....	.....
Laclede Pkg. Co.....	.....	1,955	.....	.....
Shippers.....	2,757	2,781	16,680	230
Others.....	2,978	121	14,697	671

Total ..... 12,786 8,237 49,417 8,439

Not including 1,946 cattle, 3,444 calves, 23,711 hogs and 869 sheep bought direct.

### ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.....	1,097	419	4,800	12,087
Armour and Co.....	2,051	491	5,212	6,898
Others.....	709	6	800	1,332

Total ..... 4,457 916 10,872 20,917

### SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.....	2,204	297	3,613	3,266
Armour and Co.....	1,638	222	3,981	2,822
Swift & Co.....	1,517	205	2,355	2,812
Shippers.....	1,233	31	7,913	1,122
Others.....	243	11	77	1

Total ..... 7,425 766 17,944 10,023

### OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.....	2,087	1,151	2,213	946
Wilson & Co.....	2,113	1,562	2,220	938
Others.....	280	21	580	1

Total ..... 4,480 2,734 5,013 1,885

### WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.....	1,239	907	1,364	1,244
Dold Pkg. Co.....	732	25	1,002	.....
Wichita D. B. Co.....	19	.....	.....	.....
Dunn-Osterling.....	88	.....	430	1
Fred W. Dold.....	110	.....	.....	.....
Sundowner Pkg. Co.....	50	.....	115	.....
So. West Beef Co.....	41	.....	.....	.....

Total ..... 2,279 1,022 2,911 1,474

### DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.....	985	213	2,151	11,927
Swift & Co.....	706	133	3,210	8,218
Cudahy Pkg. Co.....	809	183	1,755	1,356
Others.....	1,678	183	1,113	319

Total ..... 4,298 717 8,261 21,820

\*Includes 601 head sent to an interior packer.

### FT. WORTH.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.....	3,045	1,459	4,444	2,116
Swift & Co.....	2,652	1,747	3,383	1,831
City Pkg. Co.....	195	54	333	.....
Blue Bonnet Pkg. Co.....	95	87	171	.....
H. Rosenthal Pkg. Co.....	123	24	96	.....

Total ..... 6,113 3,341 8,427 3,947

### ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.....	2,356	2,802	4,839	6,231
Cudahy Pkg. Co.....	729	1,674	.....	665
Swift & Co.....	3,460	5,625	9,940	10,500
M. Rifkin Co.....	249	26	.....	.....
United Pkg. Co.....	1,438	295	.....	.....
Others.....	1,374	351	8,081	429

Total ..... 9,606 10,643 19,869 17,825

Not including 112 calves, 422 hogs and 34 sheep bought direct.

### MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.....	1,890	5,659	8,205	893
Swift & Co.....	.....	.....	237	.....
Omaha Pkg. Co., Chi.....	232	.....	.....	.....
Armour & Co., Mil.....	807	2,850	.....	.....
N. Y. B. D. M. Co.....	40	.....	.....	.....
R. C. Gums & Co.....	25	21	.....	.....
Shippers.....	44	21	65	8
Others.....	561	612	75	150

Total ..... 3,599 9,163 8,345 1,308

### INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.....	2,457	877	10,065	2,414
Armour and Co.....	871	183	1,802	.....
Hilgenberg Bros.....	7	.....	1,050	.....
Stumpf Bros.....	4,390	9	285	.....
Meier Pkg. Co.....	102	9	285	.....
Ind. Prov. Co.....	25	15	111	1
Wabnitz and Deters.....	21	94	224	15
Musae Hartman Co.....	43	9	.....	.....
Shippers.....	2,347	1,831	15,391	9,101
Others.....	477	70	105	282

Total ..... 6,350 3,108 29,140 11,813

### RECAPITULATION.

#### CATTLE.

	Week ended Feb. 6.	Prev. week.	Cor. week, 1936.
Chicago.....	33,234	41,071	32,391
Kansas City.....	13,190	16,390	16,428
Omaha.....	14,997	17,741	18,379
East St. Louis.....	12,738	15,462	15,088
St. Joseph.....	4,457	4,632	6,968
Sioux City.....	7,425	10,383	12,081
Oklahoma City.....	4,480	5,582	7,204
Wichita.....	2,279	2,901	2,611
Denver.....	4,238	4,420	3,829
St. Paul.....	9,606	13,421	9,699
Milwaukee.....	3,599	3,819	1,729
Indianapolis.....	6,350	6,907	5,856
Cincinnati.....	.....	.....	3,339
Ft. Worth.....	6,113	6,676	7,589

Total ..... 122,654 149,985 148,479

\*Cattle and Calves.

#### HOGS.

	Week ended Feb. 6.	Prev. week.	Cor. week, 1936.
Chicago.....	57,334	74,714	47,133
Kansas City.....	7,170	9,539	15,829
Omaha.....	25,748	36,604	35,850
East St. Louis.....	49,417	64,447	55,057
St. Joseph.....	10,872	12,428	18,352
Sioux City.....	17,944	31,896	22,941
Oklahoma City.....	5,013	5,716	6,574
Wichita.....	2,911	2,511	3,627
Denver.....	8,261	13,204	7,657
St. Paul.....	19,869	37,048	18,362
Milwaukee.....	8,345	9,366	5,195
Indianapolis.....	29,140	33,597	23,341
Cincinnati.....	.....	.....	11,972
Ft. Worth.....	8,427	7,958	8,906

Total ..... 250,451 339,328 280,596

#### SHEEP.

	Week ended Feb. 5.	Prev. week.	Cor. week, 1936.
Chicago.....	37,047	45,614	49,827
Kansas City.....	33,534	27,676	22,699
Omaha.....	17,341	21,284	26,285
East St. Louis.....	8,439	9,231	10,004
St. Joseph.....	20,917	18,706	26,901
Sioux City.....	10,023	14,255	22,626
Oklahoma City.....	1,885	2,671	1,470
Wichita.....	1,474	1,642	1,778
Denver.....	21,820	22,840	38,846
St. Paul.....	17,825	27,161	15,433
Milwaukee.....	1,308	2,078	2,147
Indianapolis.....	11,813	18,988	17,027
Cincinnati.....	.....	.....	1,035
Ft. Worth.....	3,947	9,220	8,232

Total ..... 187,373 221,314 240,710

†Figures not reported because of the flood.

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

### RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Feb. 1.....	9,610	1,700	12,752	14,194
Tues., Feb. 2.....	7,010	1,774	11,572	3,264
Wed., Feb. 3.....	9,714	1,490	18,081	4,933
Thurs., Feb. 4.....	5,033	1,266	28,426	9,261
Fri., Feb. 5.....	1,335	842	16,147	10,656
Sat., Feb. 6.....	100	100	5,000	4,000

Total this week..... 32,802 6,702 91,978 46,210  
Previous week..... 42,428 7,472 115,283 57,388  
Year ago..... 34,781 11,060 73,153 49,374  
Two yrs. ago..... 35,790 8,843 101,914 64,998

### SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Feb. 1.....	2,414	1	4,856	1,098
Tues., Feb. 2.....	2,089	203	3,543	.....
Wed., Feb. 3.....	3,454	176	2,962	226
Thurs., Feb. 4.....	2,046	257	2,814	1,533
Fri., Feb. 5.....	565	27	3,611	1,406
Sat., Feb. 6.....	100	.....	200	.....

Total this week..... 10,668 664 17,786 4,875  
Previous week..... 12,207 956 15,499 5,654  
Year ago..... 9,424 194 17,914 12,097  
Two years ago..... 8,442 1,352 17,732 25,514

Total receipts for February and year to date:

	1937.	1936.	1937.	1936.
Cattle.....	32,802	35,132	215,022	206,179
Calves.....	6,702	4,957	39,400	34,390
Hogs.....	91,978	76,009	598,573	542,327
Sheep.....	46,210	52,531	304,422	303,608

### WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Feb. 6.....	\$10.60	\$10.30	\$5.50	\$10.35
Previous week.....	10.75	10.00	5.50	10.45
1936.....	8.90	10.35	4.35	10.50
1935.....	10.35	8.00	4.00	8.30
1934.....	10.35	4.25	4.25	9.10
1933.....	4.90	3.70	2.10	5.75
1932.....	6.20	3.85	2.75	5.36

Ave. 1932-1936..... \$7.15 \$6.05 \$3.50 \$7.90

### SUPPLIES FOR CHICAGO PACKERS.

	Cattle.	Hogs.	Sheep.
Week ended Feb. 6.....	22,134	74,192	41,335
Previous week.....	30,372	99,827	51,551
1936.....	54,585	54,585	54,585
1935.....	25,194	72,232	41,093
1934.....	31,300	80,300	39,300
1933.....	23,044	116,941	44,598

### HOG RECEIPTS, WEIGHTS AND PRICES.

	No.	Avg.	—Prices—	
	Rec'd.	Wt.	Top.	Av.
Week ended Feb. 6.....	92,000	234	\$10.45	\$10.38
Previous week .....	115,293	236	10.45	10.38
1936 .....	73,153	236	10.85	10.80
1935 .....	101,914	223	8.30	8.00
1934 .....	107,648	218	4.80	4.20
1933 .....	135,835	232	4.15	3.75
1932 .....	172,539	231	4.25	3.80



CK

Union Stock  
Yards:

gs. Sheep.  
52 14,196  
72 3,284  
91 4,633  
126 9,261  
147 10,856  
200 4,000

gs. Sheep.  
536 1,606  
543 .....  
562 .....  
514 1,533  
511 1,406  
200 .....

to date:  
Year.....  
1936.  
22 206,179  
30 34,894  
73 542,327  
22 303,608

ESTOCK.  
op. Lamb.  
50 \$10.33  
50 10.45  
35 10.50  
00 8.30  
25 9.10  
10 5.75  
75 5.93  
50 \$ 7.90

ERS.  
gs. Sheep.  
192 41,335  
227 51,551  
585 87,875  
232 41,083  
300 39,200  
341 44,598

ICES.  
Prices—  
P. Av.  
45 \$10.30  
45 10.00  
85 10.35  
30 8.00  
40 4.25  
15 5.70  
25 3.83  
45 \$6.06  
Week ending

gs. Federal in-  
5, 1937:  
80,061  
126,388  
54,272  
88,036

go packers  
February 11,  
d. Prev.  
week.  
42,517  
27,055  
16,509  
86,531

KILL

5, 1937:  
Cor.  
week,  
1936.  
93 54,272  
72 34,519  
92 21,986  
33 42,317  
85 15,188  
38 12,787  
35 16,652  
31 38,906  
79 236,542

visioner

## LIVESTOCK COST AND YIELD

Kinds of livestock slaughtered, cost and yield, with comparisons, Dec., 1936:

	Dec., 1936.	Nov., 1936.	Dec., 1935.
Average live cost per 100 lbs.:			
Cattle .....	\$ 6.42	\$ 5.87	\$ 6.22
Calves .....	6.76	6.10	7.11
Hogs .....	9.83	9.27	9.46
Sheep and lambs.....	8.19	7.92	9.87

Average yield, per cent:			
Cattle .....	51.83	50.95	51.59
Calves .....	55.48	54.41	54.56
Hogs .....	74.65	73.98	75.69
Sheep and lambs.....	46.65	46.81	46.31

Average live weight, lbs.:			
Cattle .....	916.21	912.20	920.80
Calves .....	207.90	213.62	200.04
Hogs .....	215.38	211.22	228.21
Sheep and lambs.....	88.15	85.31	87.32

Sources of supply, per cent:			
Cattle—			
Stockyards .....	78.11	79.08	83.15
Other .....	21.89	20.92	16.85
Calves—			
Stockyards .....	71.37	70.82	76.91
Other .....	28.63	29.18	23.09
Hogs—			
Stockyards .....	49.02	49.93	52.70
Other .....	50.98	50.07	47.30
Sheep and lambs—			
Stockyards .....	66.38	64.31	74.74
Other .....	33.62	35.69	25.26

Classification, per cent:			
Cattle—			
Steers .....	38.96	33.98	35.57
Bulls and stags.....	2.82	3.29	4.17
Cows and heifers.....	58.22	62.73	60.26
Hogs—			
Sows .....	47.87	49.77	46.69
Barrows .....	51.68	49.82	52.74
Stags and boars.....	6.45	0.41	0.57
Sheep and lambs—			
Sheep .....	8.01	9.25	9.27
Lambs and yearlings	91.99	90.75	90.73

## JAN. BUFFALO LIVESTOCK

Receipts and disposition of livestock, Buffalo, N. Y., for January, 1937:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts .....	17,870	18,462	31,891	108,953
Shipments .....	5,954	12,709	21,220	89,439
Local slaughters.....	11,012	5,516	9,405	17,077

## LIVESTOCK BY MOTOR TRUCK

Extent to which trucks are being utilized in the marketing of livestock is shown by 1936 truck receipts at the 69 markets of the country coming under supervision of the packers' and stockyards' administration. At these mar-

kets trucks brought in 8,615,000 cattle, which was 54.8 per cent of total cattle received; 3,953,210 calves, or 57.5 per cent of the total; 16,999,619 hogs, or 64.4 of total hogs received, and 6,485,634 sheep and lambs, or 26.3 per cent of the total.

## MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

WESTERN DRESSED MEATS		NEW YORK.	PHILA.	BOSTON.
STEERS, carcass	Week ending February 6, 1937.....	8,756½	2,287	2,219
	Week previous .....	9,456	2,265	2,340
	Same week year ago.....	9,651	2,036	2,817
COWS, carcass	Week ending February 6, 1937.....	1,766½	1,074	2,655
	Week previous .....	3,191	1,003	2,562
	Same week year ago.....	2,082	1,542	1,658
BULLS, carcass	Week ending February 6, 1937.....	288	422	29
	Week previous .....	244	395	23
	Same week year ago.....	144	375	1
VEAL, carcass	Week ending February 6, 1937.....	12,376	2,291	909
	Week previous .....	10,183	1,945	884
	Same week year ago.....	13,719	1,765	894
LAMB, carcass	Week ending February 6, 1937.....	44,407	19,047	16,505
	Week previous .....	53,125	18,407	13,742
	Same week year ago.....	35,378	13,042	18,909
MUTTON, carcass	Week ending February 6, 1937.....	4,081	982	1,164
	Week previous .....	5,349	1,004	1,119
	Same week year ago.....	5,190	1,779	990
PORK CUTS, lbs.	Week ending February 6, 1937.....	1,800,152	440,792	335,046
	Week previous .....	1,968,504	473,118	362,087
	Same week year ago.....	2,021,745	494,728	347,074
BEEF CUTS, lbs.	Week ending February 6, 1937.....	425,537	.....	.....
	Week previous .....	877,742	.....	.....
	Same week year ago.....	480,853	.....	.....
LOCAL SLAUGHTERS				
CATTLE, head	Week ending February 6, 1937.....	8,841	2,150	.....
	Week previous .....	9,021	2,290	.....
	Same week year ago.....	8,779	1,959	.....
CALVES, head	Week ending February 6, 1937.....	11,375	2,704	.....
	Week previous .....	10,829	2,291	.....
	Same week year ago.....	14,320	2,640	.....
HOGS, head	Week ending February 6, 1937.....	41,371	16,207	.....
	Week previous .....	44,579	15,575	.....
	Same week year ago.....	38,853	12,500	.....
SHEEP, head	Week ending February 6, 1937.....	59,296	3,867	.....
	Week previous .....	66,420	3,505	.....
	Same week year ago.....	69,198	3,702	.....

## THE COMMODITY APPRAISAL SERVICE

A. O. Bauman, Manager

### LIVESTOCK AND PROVISIONS

Hams . Light Bellies . Loins . Picnics . Dry Salt Meats . Lard  
C. S. Oil . Cattle . Beef . Sausage Materials . Tallow . Hides

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through Recognized Pur-  
chasing Agents?

## LIVE STOCK BUYER

HOGS a Specialty

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Springfield, Mo. Telephone 3339



Every Day  
at  
ALL IMPORTANT  
MARKETS

## KENNETT-MURRAY Livestock Buying Service

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Dayton, Ohio

Omaha, Neb.

La Fayette, Ind.

Sioux City, Iowa

Cincinnati, Ohio

Louisville, Ky.

Indianapolis, Ind.

Nashville, Tenn.

Montgomery, Ala.

**Guaranteed for 10 Years—The Famous C-D TRIUMPH**

## **Everlasting Plate**

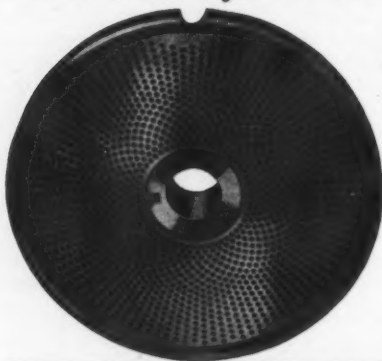
*for All Makes of Meat Grinders*

If you have trouble with your grinder plates and knives, consult The Old Timer. Send for price lists and information.

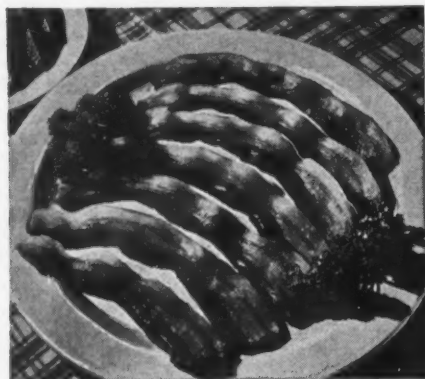
Chas. W. Dieckmann

**SPECIALTY MFRS. SALES CO.**

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Chicago, Ill.



CD Cut-More Knives with changeable blades—  
—The OK Knives with changeable blades—  
Superior OK reversible plates. We can furnish plates with any size holes desired from 1/8-inch up. Special designs made to order.



**MAPLEINE** *Improves  
the Flavor of Bacon*

MAPLEINE in the cure brings out the sweet nut-like flavor of bacon.

CRESCENT MANUFACTURING COMPANY  
130PR North Wells Street, Chicago, Illinois  
654PR Dearborn Street, Seattle, Washington

★  
PERMANENT  
PROFITS  
IF  
YOUR  
PRODUCT  
IS A  
TABLE  
Favorite  
★



**MAPLEINE**

## **F.C. ROGERS, INC.**

NINTH AND NOBLE STREETS  
PHILADELPHIA

**BROKER  
PACKINGHOUSE  
PRODUCTS**

HARRY K. LAX, General Manager

Member of New York Produce Exchange  
and Philadelphia Commercial Exchange

## **Brady, McGillivray & Mulloy** CONSULTING ENGINEERS

Steam . . . Power . . . Water . . .  
Refrigeration . . . Air Conditioning

**BRADY, MCGILLIVRAY & MULLOY**

37 West Van Buren St.  
Chicago, Ill.

1270 Broadway  
New York City, N. Y.

# *Why* You Should Use **SWIFT'S ATLAS GELATIN**

● <b>PURE</b> Meets all state and federal pure food regulations.	● <b>HIGH TEST</b> ... Because of this high jelly strength, it is economical to use.	● <b>TASTELESS</b> So that the true meat flavor is not obscured.	● <b>TRANSPARENT</b> so the meats can look their very best.
--	--	--	---

**SWIFT & COMPANY General Offices: CHICAGO**

*Up and Down the*



# MEAT TRAIL

## Meat Packing 40 Years Ago

(From The National Provisioner, Feb. 13, 1897.)

United Dressed Beef Co., New York, installed a 100-ton refrigerating machine.

Western Packers' Association held its 13th annual meeting in Cincinnati in conjunction with the third annual meeting of the Atlantic States Packers' Association.

Scarcity of livestock was complained of by packers on the West coast, some practically suspending operations because of live stock shortage, particularly hogs.

Salt Lake, Utah, Meat Co. was incorporated, with \$25,000 capital stock. Incorporators were William Sampson, T. H. Stephens, Geo. H. Stephens, Cornelius Hunt and Jane Sampson.

Armour and Company erected three large branch houses in New England, in Lowell, Amesbury and New Bedford, respectively.

Articles of association of the Colorado Beef Co. were filed at Bridgeport, Conn., by J. D. Toomey, Jr., F. S. Weed and Clitus H. King.

Carl Levi, of Berth. Levi & Co., was made a member of the New York Produce Exchange.

G. F. and E. C. Swift opened a new branch house in Brooklyn under the name of Swift Brothers.

In the six months ended June 30, 1896, the United States supplied 81 per cent of the beef imported by the United Kingdom, 75 per cent of the live cattle and 45 per cent of the live sheep imported.

## Meat Packing 25 Years Ago

(From The National Provisioner, Feb. 17, 1912.)

Cudahy Packing Co. approved plans for erection of a \$50,000 addition to its plant at Los Angeles, Cal.

William Goldstein Sausage Co., St. Louis, Mo., was incorporated with a capital stock of \$20,000 by William Goldstein, V. E. Frankel and William Forman.

Sherrills Mound Packing Co., Sherrills, Ia., was reorganized to conduct a sausage business with John Foell, manager, L. Foell, treasurer, and L. Joos, secretary.

Sulzberger & Sons Co. bought a 190-ton ammonia condenser for their New York City plant.

Louis Schaefer, founder of the St. Louis Dressed Beef and Provision Co., died at his home in St. Louis on February 4, 1912. In 1868 he started the

business which later developed into the packing company of which he was president and general manager up to within ten years of the time of his death.

Swift & Company purchased the business of Lowe Bros. at Gardner, Mass.

Union Slaughtering Co., Galveston, Tex., added a packing plant to its abattoir.

## Chicago News of Today

L. A. Henning of L. A. Henning Co., sausage manufacturer of Saginaw, Mich., was a visitor in Chicago during the week.

Stanley Hess of Hess-Stephenson Co., packinghouse products brokers, was proudly passing out cigars this week in celebration of the birth of a 7½-lb. son.

H. D. Tefft, director of the department of packinghouse practice and research of the Institute of American Meat Packers, is now on a trip through the state of Washington.

R. C. Pollock, general manager, National Live Stock and Meat Board, attended the annual Farm and Home Program at Iowa State College, Ames, Ia., this week. Mr. Pollock spoke before the agricultural assembly on the "Importance of Meat in the Nation's Diet." Katherine Kratoska of the meat board's staff was a speaker at the home economics session.

H. C. Kuhner, president of the Kuhner Packing Co., Muncie, Ind., was a visitor in Chicago during the week.

C. R. Lazerus of Clarence Robert Lazerus, Inc., packinghouse products brokers, is taking a lengthy vacation in Florida.

Robert Johnson of Oscar Mayer & Co., Madison, Wis., was a visitor in Chicago during the week.

O. E. Jones, vice president of Swift & Company, was a speaker at the annual meeting of the Chamber of Commerce

at Champaign, Ill., this week. The group was placing special emphasis on the expansion of soy bean industries in the section.

## Countrywide News Notes

Tulsa Dressed Beef Co. has been formed at Tulsa, Okla., with E. O'Brien as president and Carl Timmerman as secretary-treasurer. Both have been associated with the packing industry for a number of years. The firm is building a new plant at Tulsa.

P. S. Grogan, former president of the Interstate Cottonseed Crushers' Association, died at Corpus Christi, Tex., on February 2. He was well known in cottonseed products circles, having been associated with the oil industry for about 40 years. He operated oil mills in Mississippi and at Hearne, Houston and Corpus Christi, Tex. He built the Magnolia Provision Co. plant at Houston and operated it for a number of years.

Slight damage was caused by a recent fire in the boiler room of the Alabama Packing Co., Birmingham, Ala.

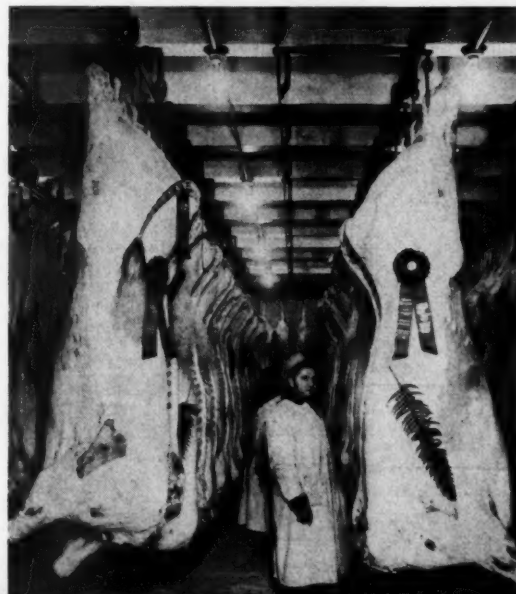
Toscano Provision Co. has been formed to wholesale provisions in Union City, N. J.

Geo. A. Hormel & Co., Austin, Minn., recently made its own survey of livestock prospects in its territory through cooperation of 500 farmer correspondents.

Bourbon Stock Yards, Louisville, Ky., were not closed at any time during the recent flood period. Livestock was received and cared for at all times. By the end of the first week in February all roads leading to the yards were

## CHAMPIONS ON THE RAIL

Grand Champion steer of the Denver livestock show and the 4-H champion are shown on the rails in the Capitol Packing Company's coolers in Denver. In the foreground is Samuel A. Kaminsky, superintendent-manager, looking over the carcass of the 4-H champion. In the rear is Meyer Averch, vice-president and cattle buyer. In the left foreground is the carcass of the grand champion steer. Both prize winners were bought for Safeway Stores, Inc.





# ARE YOU LOSING

The true appetizing flavour of your **PURE LARD**—by refining it with **Fullers Earth**?

If so, **START USING NUCHAR**—and get that flavour which housewives and bakers prefer!—And better keeping quality, too! Write for full particulars to



## THE INDUSTRIAL CHEMICAL SALES DIVISION

The West Virginia Pulp & Paper Co.

230 Park Avenue  
NEW YORK, N. Y.

205 W. Wacker Drive  
CHICAGO, ILL.

418 Schofield Bldg.  
CLEVELAND, OHIO



The name "STANGE" or the trademark "Peacock Brand" is your guarantee of perfect satisfaction in meat packer and sausage manufacturers' specialties. Made according to tried and tested formulas, these products offer advantages that no other product can equal. To give your *sausage and specialties* a guarantee of quality, use these products with a guarantee of quality.

Dry Essences of Natural  
Spices — Individual  
or blended

Peacock Brand Certified  
Casing Colors

Premier Curing Salt  
Baytoon  
Sani Close

Meat Branding Inks—  
Violet and Brown

## WM. J. STANGE COMPANY

2536-40 W. Monroe St., Chicago

Western Branch, 923 E. 3rd St., Los Angeles

## BROWN Oiled "Tear-Proof" Aprons

The new apron you have been hearing about combines all good qualities of oiled aprons with most of the features of rubber aprons. Absolutely waterproof, won't crack, peel or stick. No curling up at corners, and almost snagproof. Acid and abnormal friction only two things that hurt them. Patch on stomach or split pant-leg styles. Prices very reasonable. Can be washed when too greasy or dirty. Ideal in Sausage, Lard, and Casing rooms.

**M. L. SNYDER & SON**

2400-22 No. Jasper St.

Philadelphia, Pa.

Non-peeling Cover Creamery Hose—Rubber Boots—  
Oiled Aprons—Rubber Aprons.



Broken, rutted floors one day.

END broken cement floor trouble. Patch with Cleve-O-Cement. Nothing else like it. Dries hard as flint overnight. Stronger in 24 hours than ordinary cement in 28 days. Waterproof, acid resisting, unaffected by freezing temperatures. Recommended by largest plants in the industry. Write for full details and "Be your own judge offer."

Smooth, hard floors the next day.

## THE MIDLAND PAINT AND VARNISH CO.

1324 Marquette

Cleveland, Ohio

# CLEVE-O-CEMENT

## STOCKINETTE

**BAGS and TUBING for**  
Beef — Lamb — Ham — Sheep  
Pigs—Cuts—Calves—Franks, Etc.  
**DESIGNED BY BAG MAKERS**  
**WITH PACKINGHOUSE EXPERIENCE**

**E.S. HALSTED & CO., Inc.**

64 PEARL ST., NEW YORK CITY  
Joseph Wahlman, Dept. Mgr.  
(Formerly with Armour & Company)

Makers of Quality Bags Since 1876

Hindquarter Bag

passable for trucks and railways were giving regular service to all large consuming markets.

Tom O. Jones, associated for 15 years with the G. M. Peet Packing Co., Chesaning, Mich., and vice-president of that



organization, has been made vice-president and general manager of the H. D. Peet Packing Co., at Bay City, Mich., succeeding Homer G. Nichols. Mr. Jones began his association with the company as a salesman at Owosso, later was branch manager at Lansing and then

was transferred to the parent company at Chesaning, where he served until his transfer to Bay City.

Foresight of Milton Burt, superintendent of Louisville Provision Co., Louisville, Ky., resulted in enormous savings from flood losses for that company. When flood danger became apparent Mr. Burt secured from the local bureau of streets a survey of the topography of the land where the plant was located. Finding that low spots in the plant would be affected, he hastily constructed a wall within the plant about 4 ft. high at all vulnerable spots. As a consequence no flood water entered the company's cellars.

Capitol Packing Co., Denver, Colo., who purchased the grand champion steer and the 4-H champion of the recent Denver show for Safeway Stores, Inc., report that the champion dressed out 64.7 per cent and the 4-H champion 65.9 per cent. Respective live weights of the steers were 820 and 1085 lbs.

E. Kahn's Sons, Cincinnati, O., have been busy cleaning up after the 18 feet of flood water in their plant. However, no product losses were sustained as everything was moved from the cellars to the second floor.

At the annual meeting of the Baltimore Meat Packers' Association W. F. Schludenberg, president, Wm. Schludenberg-T. J. Kurdle Co., was elected president. Other officers elected included



John Heinz, Heinz's Riverside Abbatoir, vice president; John A. Gebelein, Gebelein's Inc., treasurer; T. J. Emhrein, Bloecher & Schaaf, secretary. The Baltimore Meat Packers Association comprises all the leading meat packers in the Baltimore district. Mr. Schludenberg, in

addition to being president of the local association, is also vice chairman of the Institute of American Meat Packers.

Harry D. Friedlander, president, Los Angeles Casing Co., Los Angeles, Calif.,

was one of the eleven victims of the wreck of a United Air Lines plane which fell into San Francisco Bay on the night of February 9. All were drowned. Mr. Friedlander was well known in the meat industry, and had attended the last convention of the Institute of American Meat Packers at Chicago. He leaves a brother, Edward B. Friedlander, who resides in Chicago.

William A. Dawson, president of Layton Packing Co., Milwaukee, Wis., from 1913 to the time it was sold to Plankinton in 1935, died at his home in Shorewood, Wis., on February 8, at the age of 68 years. Mr. Dawson had spent his entire business life with the Layton company, entering that organization at the end of his school life. He was a son of the late Alfred Dawson who became president of the Layton company on the retirement of its founder, Frederick Layton, in 1900. Surviving Mr. Dawson are his widow and an only son, William A. Dawson, jr.

### New York News Notes

Robert E. Buethe, son of W. C. Buethe, vice president and treasurer, Wilson & Co., Chicago, and his bride visited at the New York plant of the company while on their honeymoon trip last week. Another visitor to the New York plant last week was R. A. Zengler, Tender Made ham division, Wilson & Co., Chicago.

Howard C. Stanton, soap department, and L. R. Vear, hotel contract and institution department, Swift & Company, Chicago, were in New York last week.

G. W. Munro, canned foods department, Armour and Company, Chicago, was in New York last week.

Vice president Otto Weber, Stahl-Meyer, Inc., New York, is motoring through the South.

President V. D. Skipworth, Adolf Gobel, Inc., Brooklyn, and Mrs. Skipworth, are spending a few weeks at Miami Beach, Florida.

F. H. Ferguson, general branch house manager, Kingan & Co., Indianapolis, Ind., visited New York for a few days last week.

Vice president J. W. McElligott, Cudahy Packing Co., Chicago, transacted business in New York a few days last week.

### NEW YORK MEAT SEIZURES

Meat, fish and poultry seized and destroyed by the health department of the city of New York during the week ended February 6, 1937, were as follows: Meat—Brooklyn, 1,750 lbs.; Manhattan, 738 lbs.; Bronx, 721 lbs.; total, 3,209 lbs. Fish—Richmond, 207 lbs. Poultry—Manhattan, 398 lbs.; Bronx, 394 lbs.; Queens, 15 lbs.; total, 807 lbs.

### ARMOUR ADVERTISING UP

Additional millions of potential customers will be reached by Armour and Company this year through increased use of advertising. The company plans to use 115 newspapers in 82 cities in 1937 compared with 50 newspapers in 27 cities in 1936. This is the largest newspaper advertising program in the history of the firm. Regular magazine advertising will be maintained.

A campaign beginning in January will publicize a \$10,700 cash prize meat recipe contest open to housewives throughout the country. No evidence of purchase by entrants will be required. Prizes ranging from \$5,000 will be awarded housewives and dealers.

"Meal of the Month" advertising will be continued for the balance of the campaign on the food pages of newspapers where distribution of Armour's products is concentrated. Two or three insertions a month will be used in each newspaper, insertions varying from 400 to 1,200 lines. One newspaper magazine supplement and four national women's magazines will also be used.

### DROUGHT BEEF FOR RELIEF

About 519,000 lbs. of canned beef, obtained by the Agricultural Adjustment Administration during the 1934 drought cattle purchase program, was distributed by the FSCC in flood states from January 23 to February 1. These states had 6,042,300 lbs. of canned beef on hand from previous shipments. The flooded areas were also supplied with 787,500 dozen eggs and 384,000 cans of evaporated milk from January 23-31.



### FLOODS DON'T BOTHER HIM

C. W. Whetzel, manager, Swift & Co. Allegheny market, Pittsburgh, kept right on doing business, both in the 1936 flood period and this year also.

## PRODUCE MARKETS

BUTTER.		
	Chicago.	New York.
Creamery (92 score).....	@33 1/4	@34 1/4
Creamery (90-91 score).....	31 1/4 @32 1/4	33 1/4 @34
Creamery firsts (88-89 score).....	31 1/4 @32 1/4	32 1/4 @33 1/4

EGGS.		
Extra firsts.....	21 1/4 @22 1/4	22 @22 1/4
Firsts, fresh.....	21 1/4 @22	23 @23 1/4
Standards.....		

LIVE POULTRY.		
Fowls.....	9 @18	14 @21
Broilers.....	13 @23 1/4	
Chickens.....	18 @20	13 @19
Capons.....	17 @22	18 @24
Turkeys.....	14 @19	15 @23
Ducks.....	12 @18 1/2	12 @15
Geese.....	12 @15	12 @15

DRESSED POULTRY.		
Chickens, 31-42, frozen.....	@19 1/4	@21
Chickens, 43-54, frozen.....	@20	21 1/4 @22 1/2
Chickens, 55 & up, frozen.....	@19	22 1/4 @24 1/2
Fowls, 31-47, fresh.....	15 @19	16 1/4 @20
48-59, fresh.....	20 @21	21 1/4 @22
60 and up, fresh.....	@21 1/4	@22 1/4
Turkeys, fresh.....	15 @22	21 @24
Ducks, frozen.....	17 @18	17 1/2 @18
Geese, frozen.....	17 @18	

## BUTTER AT FIVE MARKETS

Wholesale prices 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco, week ended February 4, 1937:

	Jan. 29.	Jan. 30.	Feb. 1.	Feb. 2.	Feb. 3.	Feb. 4.
Chicago.....	32	32	32 1/4	32 1/4	33 1/4	33 1/4
N. Y.....	33	33	33	33 1/4	34 1/4	34 1/4
Boston.....	33 1/4	33 1/4	33 1/4	34	35	35
Phila.....	33 1/4	33 1/4	33 1/4	34	35	35
San Fran.....	33	33	33 1/4	33 1/4	33 1/4	33 1/4

Wholesale prices carlots—fresh & centralized—90 score at Chicago:

32	32	32 1/4	32 1/4	33 1/4	33 1/4
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Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1.—
	1937.	1937.	1936.	1937.
Chicago.....	26,964	30,254	32,155	206,811
N. Y.....	37,602	37,304	48,561	263,113
Boston.....	14,448	14,704	19,685	98,694
Phila.....	18,143	17,647	16,956	91,432
Total.....	97,357	99,909	115,457	603,050

Cold storage movement (lbs.):

	In Feb. 4.	Out Feb. 4.	On hand Feb. 5.	Same week day last year.
Chicago.....	204,232	7,680,127	5,255,707	
New York.....	77,780	282,127	6,891,548	4,108,116
Boston.....	49,184	592,907	971,695	
Phila.....	44,546	16,880	528,475	243,844
Total.....	122,326	552,423	15,693,057	10,579,362

## NEWS OF THE RETAILERS

A. P. Van Cleve and Gilbert Gislason have retired from G. & R. Food Market, and Gilbert Gislason has opened G. & R. Meat Market at 4836 N. E. 30th ave., Portland, Ore.

Fourth Avenue Market, meats, has been opened at 832 S. W. 4th, Portland, Ore.

The Dixie Market, Inc., has been established to handle meats and sea foods at Seattle, Wash., by Ed. Vallis, R. E. Cox and A. Rodd.

C. L. Reed has been succeeded in meat business in Winchester, Ida., by Roy D. Stanberry.

J. A. Clecak, Stockton, Cal., is making plans for large meat market.

M. L. Sackin has purchased meat business of Lewis Landers, 3176 Glendale Ave., Los Angeles, Cal.

A. M. Patterson has succeeded Nash M. Khier in meat business at 3500 E. 8th St., Los Angeles, Cal.

## WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on February 11, 1937:

Fresh Beef	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS, 300-500 lbs. 1:				
Choice.....	\$18.50@19.00			
Good.....	13.50@17.00			
Medium.....	11.50@13.50		\$12.50@14.00	
Common (plain).....	10.50@11.50		11.50@12.50	
STEERS, 500-600 lbs.:				
Prime.....	18.00@19.00			
Choice.....	16.50@18.00		18.50@20.00	
Good.....	13.50@16.50		15.00@18.00	
Medium.....	11.50@13.50		13.00@15.00	
Common (plain).....	10.00@11.50		12.00@13.00	
STEERS, 600-700 lbs.:				
Prime.....	17.50@18.50		19.00@20.00	
Choice.....	16.00@17.50		17.50@19.00	\$17.00@18.50
Good.....	13.00@16.00		15.00@17.50	15.00@16.50
Medium.....	11.00@13.00	\$12.50@14.50	13.00@15.00	13.00@15.00
STEERS, 700 lbs. up:				
Prime.....	17.50@18.50	18.00@19.00	19.00@19.50	
Choice.....	16.00@17.50		17.50@18.50	17.00@18.50
Good.....	13.00@16.00	14.50@17.00	15.00@17.50	15.00@16.50
COWS:				
Choice.....				
Good.....	10.50@11.50	11.00@12.00	11.00@12.00	11.00@12.00
Medium.....	9.50@10.50	10.00@11.00	10.00@11.00	10.00@11.00
Common (plain).....	8.50@9.50	9.50@10.00	9.00@10.00	9.00@10.00
Fresh Veal:				
VEAL 1:				
Choice.....	14.50@15.50	16.00@17.00	16.00@18.00	16.00@17.00
Good.....	13.50@14.50		14.00@16.00	15.00@16.00
Medium.....	12.50@13.50	13.00@14.50	12.50@14.00	13.00@15.00
Common (plain).....	10.00@12.50	11.00@13.00	11.50@12.50	11.00@13.00
CALF 2:				
Good.....			13.00@14.00	
Medium.....			11.50@13.00	
Common (plain).....			11.00@11.50	
Fresh Lamb and Mutton:				
LAMBS, 38 lbs. down:				
Choice.....	14.50@15.50	15.00@16.00	16.00@17.00	16.00@17.00
Good.....	13.50@14.50	14.00@15.00	15.00@16.00	15.00@16.00
Medium.....	12.00@13.00	13.00@14.00	14.00@15.00	14.00@15.00
Common (plain).....	11.50@12.50	12.00@13.00	13.00@14.00	14.00@15.00
LAMBS, 39-45 lbs.:				
Choice.....	14.00@15.00	14.50@15.50	15.00@16.00	15.50@16.50
Good.....	13.00@14.00	13.50@14.50	14.50@15.00	15.00@15.50
Medium.....	12.00@13.00	12.50@13.50	13.50@14.50	14.00@15.00
Common (plain).....				
LAMBS, 46-55 lbs.:				
Choice.....	13.00@14.50	13.00@14.00	14.00@15.00	14.50@15.00
Good.....	12.00@13.00	12.00@13.00	13.50@14.50	14.00@14.50
MUTTON, Ewe, 70 lbs. down:				
Good.....	6.50@7.50	7.00@8.00	7.00@8.00	7.00@8.00
Medium.....	5.50@6.50	6.00@7.00	6.00@7.00	6.50@7.50
Common (plain).....	4.50@5.50	5.50@6.00	5.00@6.00	6.00@6.50
Fresh Pork Outs:				
LOINS:				
8-10 lbs. av.....	17.50@19.00	19.00@20.00	19.00@20.00	19.00@20.00
10-12 lbs. av.....	17.00@18.50	19.00@19.50	18.50@20.00	19.00@20.00
12-15 lbs. av.....	16.50@17.50	18.00@19.00	17.50@18.50	17.50@19.00
16-22 lbs. av.....	16.00@17.00		16.00@17.00	
SHOULDERS, N. Y. Style, Skinned:				
8-12 lb. av.....	14.50@15.50		16.00@17.00	16.00@17.00
PICNICS:				
6-8 lb. av.....		14.50@15.00		
BUTTS, Boston Style:				
4-8 lb. av.....	17.00@18.50		19.00@20.50	18.50@20.00
SPARE RIBS:				
Half Sheets.....	13.00@14.00			
TRIMMINGS:				
Regular.....	12.50@13.00			

<sup>1</sup>Includes helters, 450 lbs. down, at Chicago. <sup>2</sup>Includes "skins on" at New York and Chicago. <sup>3</sup>Includes sides at Boston and Philadelphia.

## WESTERN N. Y. RETAILERS

Retail Meat Dealers Association of Western New York will hold their installation dinner for new officers the evening of February 15, at 3685 Harlem in Buffalo, N. Y. Officers for the year are Rudolph Frey, president; John Aspden, vice-president; Fred Lehner, second vice-president; B. Frank Wells,

secretary; Frank Pfeiffer, treasurer; Frank Hoeflich, financial secretary and Joseph Jennings, inner guard. Board of directors of the association consists of George Schaefer, John Hockheimer, A. L. Bedner, Howard Jennings, Carl Schnauffer, Joseph Carnevale, Lester Weil, Harry Goldberg and Edward Knorl.



# Consolidated TO BETTER SERVE the Meat Packing Industry

We take great pleasure in announcing another forward step in our policy of rendering finer service to the Meat Packing Industry. Consolidating the facilities, experience and engineering skill of the Red Wing Motor Company with the J. W. Hubbard Company gives greater stability of ample financial resources and solidifies the position of Velvet Drive Machinery and Equipment for the Meat Packing field.

## HUBBARD PACKERS MACHINERY Division Red Wing Motor Co. RED WING, MINNESOTA



## THERE IS NO GUESSWORK IN H. J. MAYER SEASONING

Users of H. J. Mayer Seasoning can be fully confident that each order will duplicate the one before. Every re-order will have the same fine flavor, high seasoning power and sales-building goodness. Nothing is left to chance; formulas are followed with the care and precision that assures the same uniform

flavor *always*. The superior blend of Mayer Seasoning is never lost or altered. Trust your seasoning problems to Mayer only. Write today!

"The Man You Know"



"The Man Who Knows"

### H. J. MAYER & SONS CO.

6819 27 S. Ashland Avenue Chicago Illinois  
CANADIAN PLANT WINDSOR ONTARIO



Self-Locking Egg Cartons are now available with cellophane covered windows, making a beautiful display of the actual eggs. Write for samples of VISIBILITY cartons.

### SELF-LOCKING CARTONS

#### MAIL COUPON FOR FREE SAMPLES

SELF-LOCKING CARTON CO.  
563 E. Illinois St., Chicago, Ill.

Gentlemen: Please send without obligation samples of Self-Locking VISIBILITY Egg Cartons together with full information.

Name.....

Address.....

# BEFORE YOU BUY

*Investigate What These Packers Offer*

## Hunter Packing Company

East St. Louis, Illinois

*Straight and Mixed Cars  
of Beef and Provisions*

NEW YORK OFFICE  
410 W. 14th Street

REPRESENTATIVES:  
Wm. G. Joyce, Boston  
F. C. Rogers, Inc., Philadelphia



## HORMEL

GOOD FOOD

Main Office and Packing Plant  
Austin, Minnesota

## THE E. KAHN'S SONS CO.

CINCINNATI, O.

**"AMERICAN BEAUTY"**  
**HAMS and BACON**

**Straight and Mixed Cars of Beef,  
Veal, Lamb and Provisions**

*Represented by*

NEW YORK	PHILADELPHIA	WASHINGTON	BOSTON
H. L. Woodruff	W. C. Ford	B. L. Wright	P. G. Gray Co.
230 W. 14th St.	38 N. Delaware Av.	1244 5th St. N. E.	148 State St.

## Superior Packing Co.

Price Quality Service

Chicago



St. Paul

**DRESSED BEEF**  
**BONELESS BEEF and VEAL**

Carlots

Barrel Lots

## Rath's

*from the Land O' Corn*

**BLACK HAWK HAMS AND BACON**

**PORK - BEEF - VEAL - LAMB**

*Straight and Mixed Cars of Packing House Products*

**THE RATH PACKING CO.**

**WATERLOO, IOWA**

## C. A. Durr Packing Co., Inc.

Utica, N. Y.

*Manufacturers of*



**HAMS  
BACON**

**FRANKFURTS**

**QUALITY Pork Products That SATISFY**

**LARD  
DAISIES  
SAUSAGES**

## Dold

NIAGARA BRAND

## HAMS & BACON

SHIPPERS OF STRAIGHT AND MIXED CARS OF

**BEEF-PORK-SAUSAGE-PROVISIONS**

BUFFALO-OMAHA-WICHITA

# CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS

Carcass Beef		Week ended		Cor. week.	
Prime native steers—		Feb. 10, 1937.		1936.	
400-600	20 1/2	@ 21 1/2	19 1/2	@ 20 1/2	
600-800	19 1/2	@ 20 1/2	19 1/2	@ 20 1/2	
800-1000	19	@ 19 1/2	19 1/2	@ 20 1/2	
Good native steers—					
400-600	18	@ 18 1/2	17	@ 17 1/2	
600-800	18	@ 18 1/2	17	@ 17 1/2	
800-1000	18	@ 18 1/2	16 3/4	@ 17 1/2	
Medium steers—					
400-600	15	@ 16	13	@ 13 1/2	
600-800	16	@ 16 1/2	13 1/2	@ 14 1/2	
800-1000	16 1/2	@ 17	14 1/2	@ 15	
Hefers, good, 400-600—					
400-600	10	@ 11	14	@ 14 1/2	
Cows, 400-600—					
400-600	10	@ 11	10	@ 12 1/2	
Hind quarters, choice—					
400-600	10	@ 11	10	@ 12 1/2	
Fore quarters, choice—					
400-600	10	@ 11	10	@ 12 1/2	

### Beef Cuts

Steer loins, prime	@ 40	unquoted
Steer loins, No. 1	@ 38	@ 36
Steer loins, No. 2	@ 30	@ 28
Steer short loins, prime	@ 60	unquoted
Steer short loins, No. 1	@ 51	@ 49
Steer short loins, No. 2	@ 38	@ 36
Steer loin ends (hips)	@ 25	@ 22
Steer loin ends, No. 2	@ 23	@ 20
Cow loins	@ 18	@ 16
Cow short loins	@ 21	@ 19
Cow loin ends (hips)	@ 15	@ 14
Steer ribs, prime	@ 25	unquoted
Steer ribs, No. 1	@ 22	@ 21
Steer ribs, No. 2	@ 22	@ 21
Cow ribs, No. 2	@ 12	@ 11
Cow ribs, No. 3	@ 10 1/2	@ 10 1/2
Steer rounds, prime	@ 18	unquoted
Steer rounds, No. 1	@ 16 1/2	@ 15 1/2
Steer rounds, No. 2	@ 15 1/2	@ 14 1/2
Steer chucks, prime	@ 13 1/2	unquoted
Steer chucks, No. 1	@ 13	@ 12
Steer chucks, No. 2	@ 12	@ 11
Cow rounds	@ 12	@ 11 1/2
Cow chucks	@ 10	@ 9 1/2
Steer plates	@ 11	@ 10 1/2
Medium plates	@ 11	@ 10 1/2
Briskets, No. 1	@ 15 1/2	@ 14 1/2
Steer navel ends	@ 9	@ 8 1/2
Cow navel ends	@ 7 1/2	@ 7
Fore shanks	@ 9	@ 8 1/2
Hind shanks	@ 6	@ 5 1/2
Strip loins, No. 1, bbls.	@ 57	@ 55
Strip loins, No. 2	@ 30	@ 28
Striploin butts, No. 1	@ 22	@ 20
Striploin butts, No. 2	@ 22	@ 20
Beef tenderloins, No. 1	@ 70	@ 65
Beef tenderloins, No. 2	@ 50	@ 45
Rump butts	@ 12	@ 11
Flank steaks	@ 12 1/2	@ 11 1/2
Shoulder clods	@ 12 1/2	@ 11 1/2
Hanging tenderloins	@ 16	@ 14 1/2
Insides, green, 6@8 lbs.	@ 13	@ 12 1/2
Outsides, green, 5@6 lbs.	@ 12 1/2	@ 11 1/2
Kanckles, green, 5@6 lbs.	@ 13 1/2	@ 12 1/2

### Beef Products

Brains (per lb.)	@ 8	8 @ 10
Hearts	@ 10	@ 9
Tongues	@ 18	@ 16
Sweetbreads	@ 18	19 1/2 @ 20
Ox-tail, per lb.	@ 10	11 @ 12
Fresh tripe, plain	@ 9	@ 8 1/2
Fresh tripe, H. C.	@ 11 1/2	@ 10 1/2
Livers	@ 13	18 @ 20
Kidneys, per lb.	@ 10	10 @ 10 1/2

### Veal

Choice carcass	@ 14	@ 15
Good carcass	@ 12	@ 13
Good saddles	@ 18	@ 20
Good racks	@ 12	@ 13
Medium racks	@ 9	@ 10

### Veal Products

Brains, each	@ 11 1/2	@ 11
Sweetbreads	@ 38	@ 40
Calf livers	@ 50	@ 45

### Lamb

Choice lambs	@ 16	@ 18
Medium lambs	@ 13	@ 17
Choice saddles	@ 18	@ 20
Medium saddles	@ 16	@ 19
Choice fores	@ 12	@ 15
Medium fores	@ 11	@ 14
Lamb fries, per lb.	@ 30	@ 25
Lamb tongues, per lb.	@ 15	@ 15
Lamb kidneys, per lb.	@ 20	@ 20

### Mutton

Heavy sheep	@ 7	@ 6
Light sheep	@ 10	@ 9
Heavy saddles	@ 9	@ 8
Light saddles	@ 12	@ 11
Heavy fores	@ 6	@ 5
Light fores	@ 6	@ 5
Mutton legs	@ 13	@ 13
Mutton loins	@ 8	@ 8
Mutton steaks	@ 5	@ 5
Sheep tongues, per lb.	@ 12 1/2	@ 12 1/2
Sheep heads, each	@ 10	@ 11

## Fresh Pork, etc.

Pork loins, 8@10 lbs. av.	@ 19	@ 24
Picnic shoulders	@ 14	@ 16 1/2
Skinned shoulders	@ 15 1/2	17 @ 18
Tenderloins	@ 32	@ 38
Spare ribs	@ 14	@ 18
Back fat	@ 13	12 @ 13
Boston butts	@ 19	@ 22
Boneless butts, cellar		
Trim, 2@4	@ 25	@ 25
Hocks	@ 11	@ 12
Tails	@ 12	@ 13
Neck bones	@ 4 1/2	@ 7 1/2
Slip bones	@ 13	@ 14
Blade bones	@ 12	@ 13 1/2
Pigs' feet	@ 5	@ 6 1/2
Kidneys, per lb.	@ 9	@ 11
Livers	@ 9 1/2	@ 10
Brains	@ 8	@ 12
Ears	@ 6	@ 8
Snouts	@ 12	@ 12
Heads	@ 8	@ 9
Chitterlings	@ 5 1/2	@ 7

## DRY SALT MEATS

Clear bellies, 14@16 lbs.	@ 16 1/2
Clear bellies, 18@20 lbs.	@ 16
Rib bellies, 25@30 lbs.	@ 15 1/2
Fat backs, 10@12 lbs.	@ 11 1/2
Fat backs, 14@16 lbs.	@ 12 1/2
Regular plates	@ 12 1/2
Jowl butts	@ 10 1/2

## WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs. parchment paper	24 @ 25
Fancy skd. hams, 14@16 lbs. parchment paper	25 1/2 @ 26 1/2
Standard reg. hams, 14@16 lbs. plain	23 @ 24
Picnics, 4@8 lbs., short shank, plain	18 1/2 @ 19 1/2
Picnics, 4@8 lbs. long shank, plain	17 1/2 @ 18 1/2
Fancy bacon, 6@8 lbs. parchment paper	27 1/2 @ 28 1/2
Standard bacon, 6@8 lbs. plain	25 @ 26
No. 1 beef ham sets, smoked	30 @ 31
Insides, 5@9 lbs.	27 @ 28
Knuckles, 5@9 lbs.	27 @ 28
Cooked hams, choice, skin on, fattened	@ 39
Cooked hams, choice, skinless, fattened	@ 41 1/2
Cooked picnics, skin on, fattened	@ 26 1/2
Cooked picnics, skinned, fattened	@ 27 1/2

## BARRELED PORK AND BEEF

Mess pork, regular	@ 30.50
Family back pork, 24 to 34 pieces	@ 30.00
Family back pork, 35 to 45 pieces	@ 30.00
Clear back pork, 40 to 50 pieces	@ 29.00
Clear plate pork, 25 to 35 pieces	@ 25.00
Bean pork	@ 27.00
Brisket pork	30.00 @ 30.00
Plate beef	@ 20.00
Extra plate beef, 200-lb. bbls.	@ 20.50

## VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	\$21.00
Lamb tongue, short cut, 200-lb. bbl.	51.50
Regular tripe, 200-lb. bbl.	18.50
Honeycomb tripe, 200-lb. bbl.	23.50
Pocket honeycomb tripe, 200-lb. bbl.	26.00

## LARD

Prime steam, cash, Bd. Trade	@ 12.52 1/2
Prime steam, loose, Bd. Trade	@ 11.92 1/2
Refined lard, tierces, f.o.b. Chicago	@ .13
Kettle rend., tierces, f.o.b. Chicago	@ .13 1/2
Leaf, kettle rendered, tierces, f.o.b. Chicago	@ .13 1/2
Neutral, in tierces, f.o.b. Chicago	@ .14
Compound, veg., tierces, c.a.f.	@ .13 1/2

## OLEO OIL AND STEARINE

Extra oleo oil	@ 13 1/2
Prime No. 2 oleo	12 1/2 @ 13
Prime oleo stearine, edible	11 @ 11 1/2

## VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b. Valley points, prompt	@ 10
White deodorized, in bbls., f.o.b. Chicago	12 1/2 @ 12 1/2
Yellow, deodorized	12 1/2 @ 12 1/2
Soap stock, 50% f.f.a. f.o.b. mills	2 1/2 @ 3
Soya bean oil, f.o.b. mills	@ 10
Corn oil, in tanks, f.o.b. mills	10 1/2 @ 10 1/2
Cocanut oil, sellers' tanks, f.o.b. coast	7 1/2 @ 8 1/2
Refined in bbls., f.o.b. Chicago	14 nom.

## OLEOMARGARINE

(F. O. B. CHICAGO.)	
White domestic vegetable margarine	@ 16 1/2
White animal fat margarine, in 1 lb. cartons, rolls or prints	@ 16 1/2
Nat. 1-lb. cartons	@ 16
Puff paste (water churned)	@ 15
(milk churned)	@ 16

## DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@ 27
Country style sausage, fresh in link	@ 23 1/2
Country style sausage, fresh in bulk	@ 21 1/2
Country style sausage, smoked	@ 25 1/2
Frankfurters, in sheep casings	@ 23 1/2
Frankfurters, in hog casings	@ 21 1/2
Bologna in beef bungs, choice	@ 18 1/2
Bologna in beef middles, choice	@ 18 1/2
Liver sausage in beef rounds	@ 15 1/2
Liver sausage in hog bungs	@ 17 1/2
Smoked liver sausage in hog bungs	@ 18 1/2
Head cheese	@ 17 1/2
New England luncheon specialty	@ 22
Minced luncheon specialty, choice	@ 19
Tongue sausage	@ 28
Blood sausage	@ 17
Souse	@ 18 1/2
Polish sausage	@ 22 1/2

## DRY SAUSAGE

Cervelat, choice, in hog bungs	@ 40
Thuringer cervelat	@ 21
Farmer	@ 27
Holsteiner	@ 25
B. C. Salami, choice	@ 35
Milano salami, choice in hog bungs	@ 37
B. C. Salami, new condition	@ 21
Frises, choice, in hog middles	@ 35
Genoa style salami, choice	@ 44
Pepperoni	@ 32
Mortadella, new condition	@ 19 1/2
Capicola	@ 45
Italian style hams	@ 37
Virginia hams	@ 48

## SAUSAGE IN OIL

Bologna style sausage, in beef rounds—	
Small tins, 2 to crate	\$5.75
Frankfurt style sausage, in sheep casings—	
Small tins, 2 to crate	\$7.50
Smoked link sausage, in hog casings—	
Small tins, 2 to crate	\$6.75

## SAUSAGE MATERIALS

(F. O. B. CHICAGO.)

Regular pork trimmings	@ 12 1/2
Special lean pork trimmings	@ 16 1/2
Extra lean pork trimmings	@ 17 1/2
Pork cheek meat	10 @ 10 1/2
Pork hearts	7 1/2 @ 8
Pork livers	7 1/2 @ 8
Native boneless bull meat (heavy)	11 1/2 @ 12
Shank meat	@ 9 1/2
Boneless chuck	@ 9 1/2
Beef trimmings	@ 9 1/2
Beef cheeks (trimmed)	@ 9 1/2
Dressed canners, 350 lbs. and up	@ 7 1/2
Dressed cutter cows, 400 lbs. and up	@ 8 1/2
Dr. bologna bulls, 600 lbs. and up	@ 9 1/2
Pork tongues, canner trim, 8. P.	@ 12 1/2

## CURING MATERIALS

Nitrite of soda (Chgo. whse stock):	Cwt.
in 425-lb. bbls., delivered	\$9.00
Salt peter, less than ton lots:	
Dbl. refined granulated	6.40
Small crystals	7.40
Medium crystals	7.75
Large crystals	8.15
Dbl. refin. gran. nitrate of soda	3.50
Salt, per ton, in minimum car of 50,000 lbs. only, f.o.b. Chicago:	
Granulated	\$ 6.80
Medium, undried	9.30
Medium, dried	9.80
Rock	6.60
Sugar—	
Raw, 96 basis, f.o.b. New Orleans	@ 3.55
Second sugar, 90 basis	None
Standard gran., f.o.b. refiners (2%)	@ 5.00
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%	@ 4.50
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%	@ 4.40
Dextrose, in car lots, per cwt.	@ 4.01

(Continued on page 59)

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.



# BEFORE YOU BUY

*Investigate What These Packers Offer*

**HONEY BRAND**

HAMS—BACON  
DRIED BEEF



**HYGRADE**

Beef—Veal  
Lamb—Sausage

***HYGRADE'S Original WEST VIRGINIA HAM***

**HYGRADE FOOD PRODUCTS CORP.** 30 Church St.  
New York, N.Y.

**PROFIT**

*by Purchasing*  
Straight and Mixed Cars of Fresh and Cured

**PORK PRODUCTS**

*from*

UNION STOCK YARDS

**THE P. BRENNAN COMPANY**

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NATURE AND  
HUMAN SKILL  
combine to give  
Superb Quality  
in these imported  
canned Hams.

*Try a Case Today*

**AMPOL,**

380 Second Ave., New York, N. Y.

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Hams—Bacon—Sausages—Lard—Scrapple  
F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

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**TOWER BRAND MEATS**

*Slaughterers of Cattle, Hogs,  
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*Philadelphia Scrapple a Specialty*

**John J. Felin & Co., Inc.**

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Hams  
Bacon  
Lard  
Delicatessen

**BEEF • BACON  
SAUSAGE • LAMB**

**ESSKAY  
QUALITY**

**VEAL • PORK  
SHORTENING • HAM**

New York, N. Y.  
408 West 14th Street

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203 S. Liberty St., Annex, Winston Salem

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BALTIMORE, MD.  
3800 E. BALTIMORE ST.

Richmond, Va.  
Hermitage Rd. & S. A. L. R. R.

Roanoke, Va.  
317 E. Campbell Ave.

## Chicago Markets

(Continued from page 57)

### SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole.	Ground.
	Per lb.	Per lb.
Alpique, Prime	17 1/2	19
Refined	18	19 1/2
Chili Pepper, Fancy	23 1/2	24 1/2
Chili Powder, Fancy	23	27
Cloves, Amboyna	19	22
Madagascar	18 1/2	21 1/2
Zanzibar	17	19 1/2
Ginger, Jamaica	17	18 1/2
African	68	75
Mace, Fancy Banda	63	68
East India	63	62
E. I. & W. I. Blend	22 1/2	25
Mustard Flour, Fancy	15	25
No. 1	20 1/2	24 1/2
Nutmeg, Fancy Banda	19	24 1/2
East India	26	25
E. I. & W. I. Blend	24 1/2	26
Paprika, Extra Fancy	23	24 1/2
Fancy	23	24 1/2
Hungarian	23	24 1/2
Peppina Sweet Red Pepper	23	24 1/2
Pinexco (220-lb. bbls.)	23	24 1/2
Pepper, Cayenne	23	24 1/2
Red Pepper, No. 1	17	12 1/2
Pepper, Black Aleppo	11	12 1/2
Black Tellicherry	11 1/2	13
Black Tellicherry	11 1/2	13
White Java Muntok	12 1/2	14
White Singapore	12	13 1/2
White Packers	12	13

### SEEDS AND HERBS

	Whole.	Ground for Sausage.
	Per lb.	Per lb.
Caraway Seed	10	12
Celery Seed, French	24	28
Common Seed	10 1/2	13
Coriander Morocco Bleached	8	8 1/2
Coriander Morocco Natural No. 1	7	8 1/2
Mustard Seed, Cal. Yellow	9	11
American	8	10
Marjoram, French	20	24
Oregano	13	15 1/2
Sage, Dalmatian Fancy	9	10 1/2
Dalmatian No. 1, Fancy	8 1/2	10

### SAUSAGE CASINGS

(F. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack	@.16
Domestic rounds, 140 pack	@.29
Export rounds, wide	@.38
Export rounds, medium	@.24
Export rounds, narrow	@.33
No. 1 weasands	@.05
No. 2 weasands	@.08 1/2
No. 1 bungs	@.16
No. 2 bungs	@.09
Middles, regular	@.30
Middles, select, wide, 2@2 1/2 in.	@.45
Middles, select, extra wide, 2 1/2 in. and over	@.80
Dried bladders:	
12-15 in. wide, flat	.75
10-12 in. wide, flat	.80
8-10 in. wide, flat	.50
6-8 in. wide, flat	.25
Hog casings:	
Narrow, per 100 yds	2.45
Narrow, special, per 100 yds	2.35
Medium, regular	2.25
Wide, per 100 yds	1.45
Extra wide, per 100 yds	1.25
Export bungs	.28
Large prime bungs	.19
Medium prime bungs	.15
Small prime bungs	.10
Middles, per set	.18
Stomachs	.08

## NEW YORK MARKET PRICES

### LIVE CATTLE

Steers, good	\$11.30@11.40
Steers, medium and good	10.25@10.35
Steers, medium	9.00@ 9.50
Cows, good	8.50@ 8.65
Cows, medium	5.25@ 6.25
Cows, low cutter and cutter	3.50@ 5.00
Bulls, cutter to medium	5.00@ 6.75

### LIVE CALVES

Vealers, good to choice	\$11.00@12.50
Vealers, medium to common	8.00@10.50
Vealers common	5.00@ 9.00

### LIVE LAMBS

Lambs, good to choice	\$ @11.75
Lambs, medium	@ 9.50
Sheep	@5.50n

### LIVE HOGS

Hogs, good to choice, 100-210-lb.	\$ @10.50
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### DRESSED BEEF

#### City Dressed.

Choice, native, heavy	19 1/2 @21
Choice, native, light	19 1/2 @21
Native, common to fair	17 @19

#### Western Dressed Beef.

Native steers, 800@800 lbs.	19 @20
Native choice yearlings, 440@600 lbs.	19 1/2 @21
Good to choice heifers	17 @18
Good to choice cows	14 @15
Common to fair cows	12 @13
Fresh bologna bulls	11 @12

### BEEF CUTS

	Western	City
No. 1 ribs	23 @25	24 @26
No. 2 ribs	21 @22	22 @23
No. 3 ribs	18 @20	20 @21
No. 1 loins	33 @36	32 @33
No. 2 loins	26 @30	28 @31
No. 3 loins	22 @25	23 @26
No. 1 hinds and ribs	22 @24	23 @26
No. 2 hinds and ribs	19 @21	21 @22
No. 1 rounds	@16	@16
No. 2 rounds	@15	@15
No. 3 rounds	@14	@14
No. 1 chucks	@17	@17
No. 2 chucks	@16	@16
No. 3 chucks	@15	@15
Bolognas	11 1/2 @12 1/2	11 1/2 @12 1/2
Rolls, reg. 6@8 lbs. av.	23 @25	23 @25
Rolls, reg. 4@6 lbs. av.	18 @20	18 @20
Tenderloins, 4@6 lbs. av.	50 @60	50 @60
Tenderloins, 5@6 lbs. av.	50 @60	50 @60
Shoulder clods	12 @14	12 @14

### DRESSED VEAL

Good	15 1/2 @16 1/2
Medium	14 1/2 @15 1/2
Common	12 1/2 @14 1/2

### DRESSED SHEEP AND LAMBS

Lambs, prime to choice	16 @17
Lambs, good	15 @16
Lambs, medium	14 @15
Sheep, good	7 @ 9
Sheep, medium	5 @ 7

### DRESSED HOGS

Hogs, good and choice (90-140 lbs.)	\$15.25@16.00
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### FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.	@20
Pork tenderloins, fresh	@34
Pork tenderloins, frozen	@32
Shoulders, Western, 10@12 lbs. av.	@17
Butts, boneless, Western	@22
Butts, regular, Western	@20
Hams, Western, fresh, 10@12 lbs. av.	@22
Picnic hams, West. fresh, 6@8 lbs. av.	@17
Pork trimmings, extra lean	@19
Pork trimmings, regular 50% lean	@15
Spareribs	@15

### SMOKED MEATS

Regular hams, 8@10 lbs. av.	24 @25
Regular hams, 10@12 lbs. av.	24 @25
Regular hams, 12@14 lbs. av.	24 @25
Skinned hams, 10@12 lbs. av.	26 @27
Skinned hams, 12@14 lbs. av.	26 @27
Skinned hams, 16@18 lbs. av.	26 @27
Skinned hams, 18@20 lbs. av.	26 @27
Picnics, 4@6 lbs. av.	18 @19
Picnics, 6@8 lbs. av.	18 @19
City pickled bellies, 8@12 lbs. av.	22 @24
Bacon, boneless, Western	27 @28
Bacon, boneless, city	27 @28
Rollettes, 8@10 lbs. av.	21 @22
Beef tongue, light	21 @22
Beef tongue, heavy	23 @24

### FANCY MEATS

Fresh steer tongues, untrimmed	16c a pound
Fresh steer tongues, l. c. trimmed	28c a pound
Sweetbreads, beef	35c a pound
Sweetbreads, veal	70c a pair
Beef kidneys	12c a pound
Mutton kidneys	4c each
Livers, beef	28c a pound
Oxtails	18c a pound
Beef hanging tenders	25c a pound
Lamb fries	12c a pair

### BUTCHERS' FAT

Shop fat	@4.00 per cwt.
Breast fat	@4.75 per cwt.
Edible suet	@6.50 per cwt.
Indesible suet	@5.25 per cwt.

### GREEN CALFSKINS

	5-9 3/4-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 Veals	22 2.25	2.40	2.45	2.85
Prime No. 2 Veals	21 2.05	2.20	2.25	2.55
Buttermilk No. 1	19 1.95	2.10	2.15	...
Buttermilk No. 2	18 1.80	1.95	2.00	...
Branded Grubby	10 1.00	1.15	1.20	1.45
Number 3	10 1.00	1.15	1.20	1.45

### BONES AND HOOF

	Per ton.
Round shins, heavy	\$75.00
Flat shins, heavy	65.00
Light	60.00
Thighs, blades and buttocks	55.00
White hoofs	50.00
Black and striped hoofs	40.00

### COOPERAGE

(Prices at Chicago.)

Ash pork barrels, black hoops	\$1.35 @1.37 1/2
Ash pork barrels, galv. hoops	1.42 1/2 @1.45
Oak pork barrels, black hoops	1.25 @1.27 1/2
Oak pork barrels, galv. hoops	1.32 1/2 @1.35
White oak ham tierces	2.17 1/2 @2.20
Red oak lard tierces	1.92 1/2 @1.95
White oak lard tierces	2.02 1/2 @2.05

Bill The Sausage Man says:-



Susie's got what it takes to satisfy the customers. Natural casings—and Oh, Boy!

**S. OPPENHEIMER & Co., Inc.**

610 Root Street  
Chicago

105 Hudson Street  
New York

# Classified ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

## Position Wanted

### Sausage Foreman

Products that will produce immediate results. Available immediately. Can properly handle all details, help, cures, etc. Eliminate troubles. Inexpensive items, loaves and fancy products. Married, age 40. References. W-653, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

### Packhouse Salesman

Salesman, all packinghouse products and beef expert capable of assuming complete charge, desires connection with independent packer, in or around Louisville, Kentucky. Showed profit all through depression. W-651, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Experienced Buyer

seeks position with reliable, progressive packer. Understands thoroughly buying of all classes of livestock, dressing yields and costs. Experienced also in selling. Young man, now employed with same packer for 9 years. W-654, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Packhouse Man

Practical in every department. Will go on trial at my expense. Small or medium-sized plant. West or South preferred. A-1 on sausage, curing, smoking, lard, wet and dry rendering and tankage. Reliable references. W. Gaddis, Gothenburg, Nebr.

### Packhouse Man

Experienced packinghouse man knows business thoroughly, hog killing, cutting, curing, smoking and sausage manufacture, also beef and small stock. Beef cooler grading or beef sales. Would like to associate with progressive company. Proven record and first-class references. W-633, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Packhouse Executive

with 25 years' experience with large and small packers as treasurer, office manager, auditor, accountant, sales. Thorough packinghouse knowledge. Have ability and excellent references. W-646, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

## Men Wanted

### Sausage Foreman

Chicago packer has opening for man capable of operating sausage department with large weekly volume. Must produce quality products, know costs, and be competent at supervising men. Steady employment. Give complete details in first letter. W-648, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Cost Accountant

Eastern meat packer wants man thoroughly experienced in cost accounting, capable of handling all packinghouse costs and tests. State age and experience. W-641, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

## Business Opportunities

### Partner Wanted

Wanted, partner, sausagemaker or man with executive ability. Going sausage factory in west central Illinois. One of the best industrial centers in Illinois. Will take about \$2,000 for half interest. Write Tony Kaluza, 104 Court St., Pekin, Ill.

### Provision Business

For sale, provision business, long established, fully equipped. Sales last year \$228,000. Located in Central New Jersey. Fine opportunity for go-getter. FS-649, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Plants for Sale

### Sausage Plant

For sale in Union Stock Yards, Baltimore, Md., completely equipped plant for manufacturing sausage and cooked meat products. Capacity 100,000 pounds sausage products weekly; also limited equipment for rendering and by-products. Modern fireproof buildings, 37,500 sq. ft. floor space. Pennsylvania and Baltimore & Ohio sidings. Two freezers, twelve coolers. Could be used for meat packing. Logical location to serve southeastern territory. Sacrifice price. For illustrated circular, list of equipment, and other information, address William Martien & Co., Inc., Agents, 3200 Baltimore Trust Building, Baltimore, Md.

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## Equipment Wanted

### Used Bacon Molds

Wanted, used bacon molds. Send description and price. Charles W. Kersey & Son, Inc., Pitman, N. J.

## Equipment for Sale

### Used Equipment

For sale, 1-No. 3 Miracle Ace Hammermill with cast-iron base, fan, dust collector and piping. This mill has been used only two months and is as good as new. Capacity 4,000 pounds per hour. Priced right for quick sale. FS-655, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Used Packinghouse Equipment

For sale, 24-ton Frick ice machine with steam engine, Brownell boiler, Gem City boiler, Permatit water softener, cattle scale, track scales, pumps, lard cooking tank, blowers, tallow tanks, other items. For list and full particulars write to Geo. H. Altan, P. O. Box 426, Lancaster, Ohio.

### Used Equipment for Sale

Two 4 ft. x 9 ft. Mechanical Mfg. Co. Lard Rolls; one Albright-Nell 2 1/2 ft. x 5 ft. Jacketed Dryer; 3 Bartlett & Snow Jacketed Digesters or Tankage Dryers; 2 No. 1 Anderson Oil Expellers; 2 Anderson RB Expellers; one 24 in. x 20 in. Type "B" Jeffrey Hammer Mill; one 24 in. x 16 in. Gruendler hammer mill; 2 Jay-Bee Hammer Mills, No. 2, No. 3, for Cracklings; Two Mechanical Mfg. Co. Double Arm Meat Mixers; 1 Hottmann Twin Screw Cutter and Mixer; 1 Buffalo No. 23 Silent Cutter; 1 No. 41 Enterprise Meat Chopper; 1 Boss No. 166 meat chopper. Miscellaneous: Cutters, Grinders, Melters, Cookers, Rendering Tanks, Hydraulic Presses; Kettles, Pumps, etc. What have you for sale? Send us a list.

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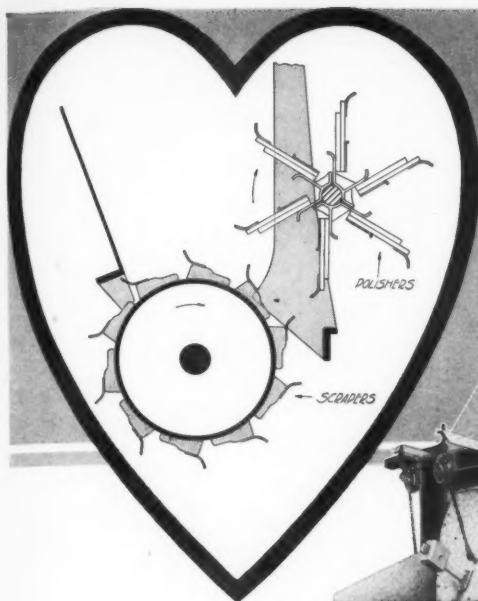
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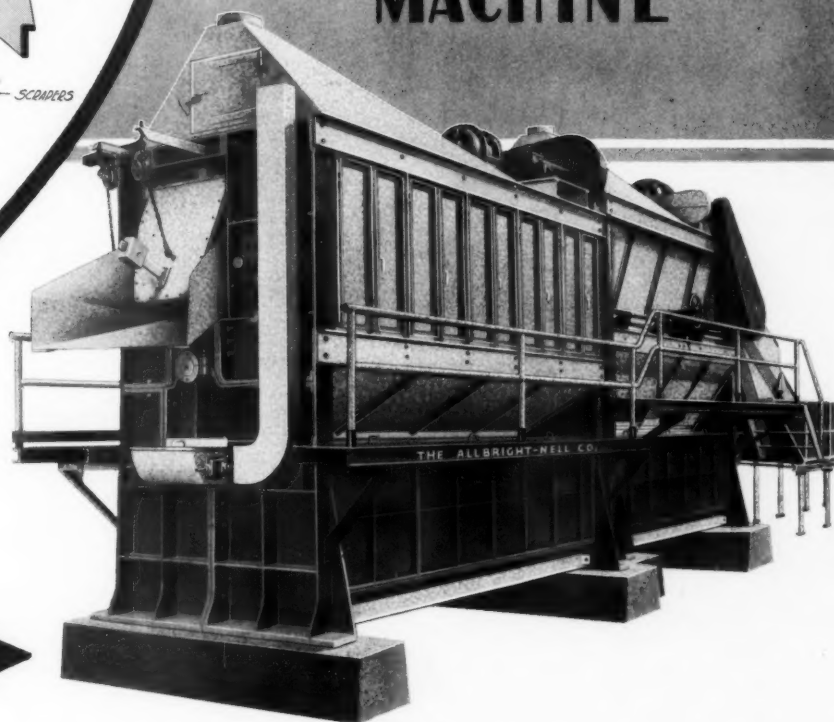
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